COACH MART

The weekly for the coach industry

Issue 650 £1

August 1, 1991

EXCLUSIVE

Mercedes stylish 0303 replacement revealed

Plus: Plaxton mount joint bid for guided bus

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VOLVO

1987 B10M Plaxton 3500, 49/53 recliners, 6 speed gearbox, O/S rear sunken toilet, O/S continental door, curtains, courier seat, crew bunk, side lockers, driver's fan, MoT 24.01.92. Stock No.1050.
1980 B58 Air/Leaf Dominant, 12 metre, 53 seats, 48 recliners, 5 fixed, automat g/b, power door, tinted windows, curtains, side lockers, MoT 17.12.91. Stock No.0012.
1983 B10M, 48 seats, 6 speed gearbox, curtains, toilet, drinnks machine, MoT 29.11.91. Stock No. R037.
1980 B58, 11 metre, 51 seats, Alpha power door, Telma, white livery, red moq, MoT 27.01.92. Stock No. 0014.
1973 B58, 11 metre, 53 (remoquetted) seats, X'Press doors, side lockers, MoT 03.10.91. Stock No. 1047.

SCANIA

1986 K112 Plaxton 3500, 55 reclining seats, demountable toilet, double glazed, retarder, curtains, radio/PA/cassette, MoT 01.03.92. Stock Number 1063.
1986 Berkhof Eclipse double deck, 76 seats, toilet, double glazed windows, Telma, coffee machine, livery maroon/white, MoT 11.04.91. Stock No. 0021.

BEDFORD

1980 PJK, 29 seat, Duple Dom, MoT 16.09.91. Stock No. 0007.

1975 YRQ Plaxton, 45 seats, power door, side lockers, private plates, MoT 17.09.91. Stock No. 1062.

LEYLAND

1981 Leopard Duple Dominant, 53 seats, 6 speed ZF g/box, red moq, livery white, MoT 23.08.91. Stock No. M9012.
1981 Leopard, 12 metre Plaxton, 49 recliners, 6 speed ZF gearbox, cream interior, autumn tint moquette. Choice of 2, MoTs 29.08.91 and 25.10.91 Stock No. 9010 & 9011.
1980 Leopard, 11 metre Plaxton, 53 (remoquetted) seats, X'Press doors, 6 speed ZF gearbox, side lockers, MoT 29.08.91. Stock No. 9009.

AEC

1977 Plaxton Express, 53 seater, semi-auto gearbox, Bristol Dome, white/black exterior, autumn tint moquette. MoT 03.10.91. Stock No.0006.

CUMMINS

1985 Duple 425 (Cummins), 6 speed automatic g/box. 54 recliners, curtains, radio/PA, toilet, drinks machine, TV monitors, continental door, courier seat. Stock No. 1070.

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WHERE QUALITY AND VALUE MEET

VOLVO 1986 (AUG) B10MT (TANDEM) VAN HOOL ALIZEE-SH 12M, 49 recliners, grey/red moquette, rear toilet, driver's berth, courier seat, curtains, fridge, drinks machine, wired for T.V./video, all white.
M.O.T. APR 1992

VOLVO 1986 B10M PLAXTON PARAMOUNT 3500 12M, 49 recliners, sunken toilet o/s rear, courier seat, curtains, fridge, water boiler, tinted side windows, beige/blue moquette trim, white + yellow/orange stripes.
M.O.T. FEB 1992

DAF 1986 DKFL PLAXTON PARAMOUNT 3500 12M, 49/53 recliners, grey/red moquette, demountable rear sunken toilet, continental exit door, courier seat, curtains, power entrance door, wired for TV/video, cream/duo blue.
M.O.T. FEB 1992

VOLVO 1984 (AUG) B10M PLAXTON PARAMOUNT 3500 12M, 49 recliners, beige/red moquette, sunken toilet with continental door, driver's berth, courier seat, Webasto heating, TELMA retarder, drinks machine, curtains, tinted double glazing, power entrance door, wired/boxed for T.V./video, silver/blue.
M.O.T. JULY 1992

BOVA 1989 FUTURA FHD 12.290 INTEGRAL 12M, 51 str., duo red moquette, centre sunken toilet with continental exit, Webasto pre-heater, driver's berth, double glazing to side windows with curtains, DE headlamps/foglamps, wired for TV/video, all white.
M.O.T. JUNE 1992
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BOVA 1983 (AUG) EUROPA II INTEGRAL 12M, 49 str., red moquette (44 recliners + 5 fixed at rear) power entrance door, courier seat, curtains, centre sunken toilet, continental door, TELMA, Webasto, driver's fan, all white.
M.O.T. MAR 1992

VOLVO 1983 B10M VAN HOOL ALIZEE-H 12M, 53 recliners, brown moquette, power operated entrance door, wired for T.V./video, white/red.
M.O.T. MAR 1992

VOLVO 1983 (AUG) B10M BERKHOF ESPRITE HIGH-LINE 12M, 49/53 recliners, autumn moquette, demountable toilet, continental door, TELMA retarder, cream/red.
M.O.T. FEB 1992

DAF 1983 DKFL VAN HOOL ALIZEE-H 12M, 48 recliners, brown moquette, rear floor mounted toilet, continental entrance door, Webasto heating, driver's berth, power operated entrance door, courier seat, curtains, wiring for T.V./video, white/grey/red.
M.O.T. FEB 1992

VOLVO 1988 B10M GL PLAXTON PARAMOUNT 3500 12M, 48/50 recliners, beige/brown moquette, demountable rear toilet with continental door, TELMA retarder, Webasto pre-heater, courier seat, curtains, aircraft style lockers to hatracks, double glazed tinted side windows, power entrance door, wired for T.V./video, white/orange.
M.O.T. 1992

VOLVO 1985 B10M BERKHOF ESPRITE HIGH-LINE 12M, 49 str., (44 reclining + 5 fixed at rear), beige/brown moquette, centre sunken toilet with continental door, TELMA retarder, Webasto pre-heater, driver's berth, courier seat, curtains, power entrance door, wired for T.V./video, gangway carpet, all white.
M.O.T. NOV 1991

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Guide Friday's new offers

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COMMENT

OPERATORS breathed a sigh of relief last week as first news of group arrangements at EuroDisney dropped through the letterbox (page six).

The good news is that group tickets will guarantee their holders entry to the park, even if the turnstiles are closed to individuals. The not-so-good news is that the price advantages of buying in bulk are non-existent or minimal.

Smaller operators will be disappointed that they are - in most cases - being asked to stump up the cash in advance for discounted two-day tickets which amount to £1,600 a coachload.

There is no mention of refunds. EuroDisney says it may enter into deals for its own hotel rooms, too.

The very way in which EuroDisney has so far conducted its affairs make it unique.

Let's hope the venue itself proves as unusual, and that operators can now do business with the resort next year and beyond.

WITH the bus and coach building industry in the grip of its most severe recession, companies could be forgiven for battening down the hatches and riding out the storm.

But not at Plaxton. Despite an empty order book, the Scarborough-based company refuses to take such a short-term view.

It is still committed to looking to the future and a time when the orders will start to flow again.

And it's not just planning new luxury coaches and buses, but broadening its thinking and investigating different modes of public transport.

Its link-up with the Tarmac Construction Group to build guided busway systems (page five) shows an encouraging optimistic and far-sighted approach.

Group chairman, David Matthews, and his company are also at the forefront of a campaign to encourage the Government to acknowledge the role of the modern bus as a principal mode of public transport.

Those unstinting efforts deserve congratulation... and success.

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£39,850 ~~£45,950~~

1989 (F) DAF SB2300 DUPLE 320SL
ZF 6 speed Splitter gearbox, wheel discs, power door, integral side locker, radio/pa/cassette, 57R seats, ext white, MoT new.
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1987 (D) VOLVO B10M GL PLAXTON 3500 HIGHLINE
Telma, side lockers, driver's bunk, power door, cont. door, centre toilet, radio/PA/cassette, 49R seats, exterior white, MoT 25.2.92
£69,950 ~~£79,950~~

1987 (E) SCANIA K92CR PLAXTON 3200
Manual gearbox, wheel discs, integral side lockers, power door, 55 seats, interior brown stripe, exterior white, MoT
£69,500 ~~£74,500~~

1989 (F) DAF SB2300 ATI CAETANO ALGARVE
ZF 6 speed Splitter gearbox, power door, integral side lockers, cutains, 53R seats, interior grey/brown, exterior white, MoT new
£69,500 ~~£79,500~~

1989 (F) DAF SB2300 ATI CAETANO ALGARVE
ZF 6 speed Splitter gearbox, wheel discs, continental door, curtains, 53R seats, interior grey brown, exterior white, MoT new
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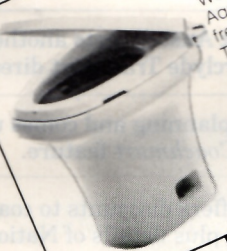

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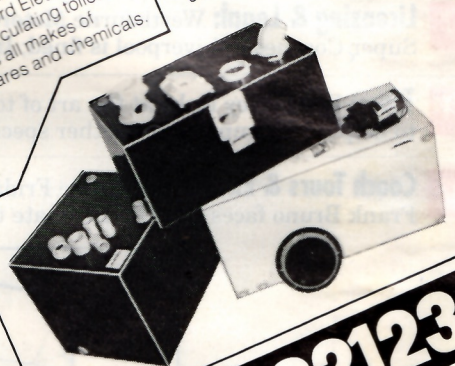

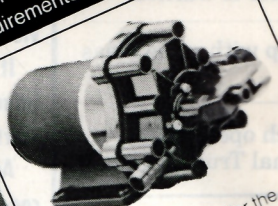

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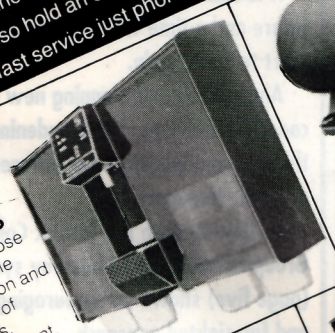

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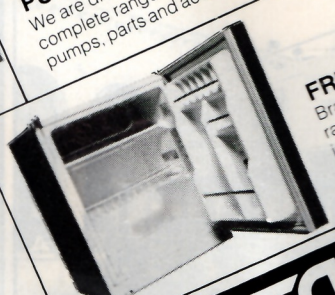

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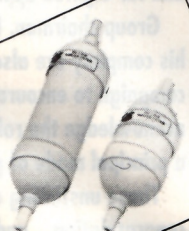

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■BUS

Plaxton and Tarmac join forces in busway building programme

THE Plaxton Group this week announced a link-up with construction giant, Tarmac, to become the first builders in the UK of guided busway systems.

The two companies are to collaborate in the ambitious scheme and are to tender for two guided busway projects in Leeds and Sheffield. Plaxton's £1 million CAD facility in Scarborough will concentrate on the design of vehicles, while Tarmac Construction will carry out the civil engineering and track laying jobs.

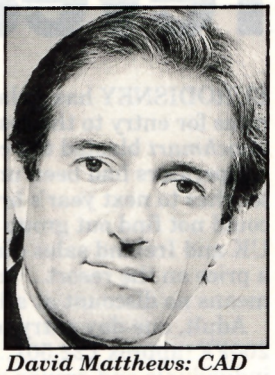
The partnership was announced by Plaxton group chairman, David Matthews, last week during a visit to Scarborough by public transport minister, Roger Freeman.

He said: 'Guided busways provide a practical, economical and speedy solution to urban congestion at a fraction of the cost of light rail systems.

'While at present there are 40 applications for capital grants to build LRT systems, the DTp has indicated that there may be only enough money in the kitty for a fraction of these.

'Guided busways provide all the benefits of light rail systems at only 10 percent of the costs and, with the combined expertise of Plaxton and Tarmac Construction behind them, I am sure they will become the preferred solution for the majority of local LRT networks.'

Mr Matthews added that his CAD team was in a position to move forward in a planned way as soon as either the Leeds or Sheffield projects were given the go-ahead and that the link-up with Tarmac will give the two companies a head start in a market which is estimated to be worth £600 million in the next decade.



David Matthews: CAD team in a position to move soon.

'Plaxton is happy to tackle anything which broadens the range of the industry's mode of transport and with our sophisticated resources at Scarborough, we are capable of doing the job.'

Mr Matthews added that Mr Freeman expressed keen interest in the partnership and joined Plaxton in believing that guided bus was a solution to the country's chronic congestion problems.

He said: 'Now we need one of these guided bus schemes to get off the ground so people can actually look at it and know how much it is going to cost.'

■COACH

Matthews slams Rifkind

PLAXTON Group chairman, David Matthews, hit out at Malcolm Rifkind's 'highly depressing' attitude towards the coach and bus industry during a meeting with public transport minister, Roger Freeman.

Mr Matthews - a long time champion of the industry - described the new Secretary of State for Transport's stance on the bus and coach industry as 'just not good enough' when he met Mr Freeman during the minister's visit to the Plaxton Bus and Coach headquarters at Scarborough.

'Mr Rifkind gives the impression that the last time he travelled on a coach was when he was a member of his prep school rugby team,' added Mr Matthews.

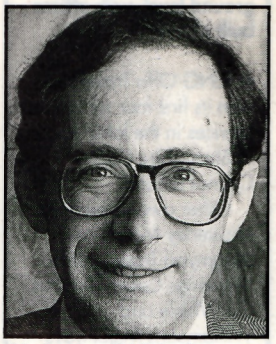
He told *Coachmart:* 'It is an absolute disgrace that British Rail is considered so fully compared to the bus and coach industry when you think that we carry 18 million people a year compared to the five million who use rail.

'It is wrong that an industry which carries four times the amount of passengers a year should be treated that way and I made my views known to Roger Freeman.'

Mr Matthews said Mr Freeman was 'keenly interested' in what he had to say and took his views on board.

He added: 'Mr Freeman's visit gave us an opportunity to show the Government how many good people and how much sound investment has gone into our industry.

'I am pleased to say that he has a thorough grasp of the industry and I have confidence in his abilities.'



Malcolm Rifkind: attitude 'just not good enough.'

■LEGISLATION

Warning of weighbridge queues

CHANGES to the Road Traffic Act may lead to queues at the weighbridge if vehicle inspectors get tough.

A spokesman for the Vehicle Inspectorate (VI) said the new Act widened the power of the VI, which has had a problem interpreting the current legislation: 'The inspectors have previously held back on weighing laden PSVs because of the problems relating to what to do with the passengers,' he told *Coachmart.*

'The new revisions mean we can now weigh them as long as we adhere to a code of practice, currently being worked out between ourselves and other bodies such as the Bus and Coach Council.'

The exact details of the Bill - which got opposition in the Lords - were not available when *Coachmart* went to press but it is understood to take into account facilities at weighbridges, such as toilets and even the provision of eating facilities for more lengthy delays.

One independent operator said he had written to his MP to complain about the Bill, but National Express said the possibility of more frequent delays held no fears, since its network of relief vehicles had proven to be efficient.

'We are naturally concerned that checks don't delay passengers unneccesarily,' said NatEx marketing director, Bernard Davies.

'But the solution to delays is communication, and we can get round them in 101 different ways as long as we have communication.'

The BCC said it had only recently been asked to jointly compile the Code of Practise but that it had sympathy with the VI's problems with 'grey areas' relating to weighing laden PSVs.

● ***Coaches fly through VI tests - page seven.***

BRIEFS

● COACH operators have been warned that setting down and picking up passengers immediately south of Weymouth's Jubilee Clock is no longer allowed.

Vehicles should now stop on the seaward side of the Esplanade between the tourist information office and the Royal Hotel.

● SECRETARY of State for Transport, Malcolm Rifkind, has announced that orders to allow him to appoint a traffic director for London and designate a 'Red Route' network for the capital will be made in the Autumn.

● CHELMSFORD bus station and depot in Duke Street has been sold by Eastern National and leased back from the property developers.

It is proposed that the bus station will be at ground level, with offices built above.

● KING Offa Travel has won its first four subsidised services in the latest round of Shropshire County Council tenders.

Other awards went to Minsterley Motors and Longmynd Travel, while Shearings Coach and Bus, Go Whittle and Williamsons Motorways lost three contracts and Boultons of Shropshire two.

● LANCASHIRE County Council has devised a £40,000 rescue package to safeguard bus services in the east of the county.

It is stepping in to subsidise some of the journeys threatened with the axe as bus operator Ribble sheds 40 drivers' jobs at Blackburn.

● HARRY Blundred's Blue Admiral bus company has got a High Court injunction to stop People's Provincial using the same route numbers on a duplicated route.

People's Provincial registered its service with different numbers but has been running with the same as Blundred.

■TOURS

EuroDisney finally reveals group rates

EURODISNEY has at last announced its group rates for entry to the resort, two weeks after *Coachmart* blasted the continual delays.

Operators had been unable to put the finishing touches to next year's brochures because they could not find out group admission rates. Now, UK and Ireland sales director, Tom Allen, has put a price on the resort... and in many cases that means no discount at all.

Adult, one-day entry to EuroDisney will be 200FF (approx £22.50)... and that's for individuals and groups alike. Groups have one advantage - guaranteed entry even if gate ticket sales are suspended.

Only for two and three-day tickets will EuroDisney be offering a 10 percent discount, and then only if pre-paid or if a special credit arrangement is made with the park. A two-day ticket is 342FF (£35); three-day, 450FF (£46.15).

The prices are not guaranteed, though. Mr Allen has also given 'not to exceed' prices around 10 percent higher which could be brought in between now and the end of December 1992. Only pre-payment of tickets avoids this possibility.

As predicted, very strict rules govern use of the EuroDisney and Disney symbols, which are being released only to a handful of the biggest travel operators such as preferred partner P&O European Ferries. All brochures promoting EuroDisney with its registered symbols and characters must be sent to the company for approval before printing.

David Palmer Coaches, of West Yorkshire, said it would have to use a wholesaler to get any price advantage over individuals.

'We are unlikely to get any credit facility since we are so small,' said partner, Margaret Palmer. 'We would have to rely on wholesalers to buy in bulk on credit then buy from them. We certainly couldn't afford to pay up front for two coachloads at £45 a head.'

EuroDisney: operators had been impatient with delay in details of admission charges.

Mrs Palmer said she was pleased at the assured entry for groups, but felt coach drivers could run into problems when the park is closed to individuals and police are turning away traffic: 'EuroDisney should be looking at providing 'Assured Entry' windscreen stickers which the police can see,' she said.

'The ban on using Disney logos and characters stinks,' she said. 'After all, I would be spending my money promoting EuroDisney, but they have put restrictions on the way I can do that.'

Contact EuroDisney at 1 Northumberland Avenue, Trafalgar Square, London WC2N 4BW, Fax - 071 753 2765.

■TOURS

ABTA warns tour operators

COACH operators have been warned to smarten up their act or get out of the tours business, following the release of tough new proposals for protecting package holidaymakers.

Trade secretary, Peter Lilley, is to introduce new legislation - in line with an EEC directive - which:

- Sees the introduction of a licensing system for package travel organisers and the setting up of a national back-up fund to make sure travellers can get home if their tour firm goes bust;
- Bans last minute surcharges;
- Gives holidaymakers a legal right which requires tour organisers and travel agents to give more and clearer information in their brochures and contracts.

The new moves will have serious implications for many of the country's coach tour operators, according to ABTA's Keith Betton. He told *Coachmart:* 'Many of them are in for a nasty shock and a quite a few will have to smarten up their act or get out of the business.'

The new legislation, which will come into effect in January 1993, does not only affect holidays abroad. Breaks in Britain will also be covered and Mr Betton said: 'That is going to have a big effect on coach companies. Now a weekend break for a party of Londoners in Blackpool will be insured.

'Companies are going to have to be licensed in a financial way. The Government will be asking each one to put up a bond - it will be a bit like an insurance policy on the mortgage,' added Mr Betton. 'Inevitably, holiday prices will rise as a result and firms will have to ask themselves if they can afford to put up prices.'

He welcomed the proposals.'It means that a situation which occurred when Sunseeker went out of business last year - leaving holidaymakers stranded - will never happen again.'

■NEW VEHICLE

Mercedes 0404 out in 1993

MERCEDES' stunning new 0404, shown here for the first time in the UK, will be on sale in this country towards the end of 1993, *Coachmart* can reveal.

With a price tag expected to be over £140,000, depending on specification, it will be sold through Mercedes-Benz UK. Yeates no longer holds the Mercedes coach franchise in this country.

The new 0404 replaces the classic 0303, which, with 35,000 sales clocked up, is the most successful coach in the world. Mercedes' Mannheim plant will continue building the 0303 until next Spring, when the entire production line will transfer to Russia under a deal signed earlier this year. To keep up with strong German demand, Mannheim is currently building 18 complete units and 10 chassis a day.

Mercedes 0404: likely to cost over £140,000.

Four versions will be available, including for the first time from Mercedes, a full-size double-decker. The standard single-decker will be produced in three lengths - 12m, 11m and 10m - and three different heights - the RHS at 3.2m, the RHD at 3.4m, and the Super High at 3.6m.

The most striking feature of the new 0404 is the innovative three dimensional or sculpted side panels, which represent a breakthrough in coach styling. The vehicle is also mechanically advanced. Air operated disc brakes are fitted all round and the front suspension is a novel multi-link design derived from Mercedes' car technology. Integral floor and sidewall heating are other unusual features.

An entirely new air conditioning system has been developed for the 0404 and the seating is built with high strength components to improve crash protection for passengers. The engine range is drawn from the recently-introduced LEV units, which already comply with EC emission rules due to come into effect in two years time.

For the first time in a coach design most of the materials used were selected with a view to their suitability for recycling at the end of a long service life.

■COACH

Police hunt attackers

POLICE are appealing for witnesses following an airgun attack on a coach which left the driver's window shattered.

The vehicle - one of three travelling down to Margate on a day trip - belonged to Milton Keynes-based Simon's Coaches and was travelling down the M25 at 9.30 am last Saturday when the incident happened.

Partner in the 12-coach firm, Judith Simons, said that an old black Ford Capri car drew up alongside the coach and a youth leaned out of the window with an airgun and fired. The shot shattered the window and covered the driver - John Poole - in glass.

She said: 'The driver and passengers had a lucky escape - it could have been really nasty. It was a totally irresponsible thing to do.' The incident happened near Basildon just past the A127 junction to Southend.

'Because the driver was too busy controlling the coach, he didn't get a good look at the car or the licence number, so we are appealing to anyone who may have been on the motorway at the time and saw the car with two youngsters in it. It may be that they did the same to someone else or another driver noticed them acting suspiciously.'

Anyone who can help is asked to contact Mrs Simons or Milton Keynes police.

■VEHICLE TESTS

VI reports more first-time vehicle test passes

THE Vehicle Inspectorate says more buses and coaches are passing their annual test first time... but more are failing the re-test.

In its annual report, the VI claims success in reducing the first-test failure rate by around 2.5 percent. But there was a corresponding rise in fail rate on re-test of a percent, up to 8.47 percent.

The most frequent item to fail the test was the interior of the vehicle, which accounted for almost eight percent of all fails. Next most common failure items were headlamp aim (7.1 percent), braking system components (5.8 percent), doors and exits (5.4), fuel tank and system (4.1), service brake perfomance (4.0), and parking brake performance (3.5).

The total number of tests fell around 1,000 to 71,351. There were 14,207 re-tests.

The drop in the number of new or modified vehicles taking the Certificate of Initial Fitness test (COIF) demonstrates the problems faced by manufacturers. In 1989/'90, COIF tests fell 13.5 percent, and in '90/'91, a further 19.1 percent - a total of 5,143 COIF tests.

● A Police clampdown on PSVs in Wiltshire during May earned the county's operators a thumbs-up from the Force when only 22 offences - many of which required a caution alone - were detected in 152 buses and coaches.

Of the offences, many related to speed, tachometers, hours records, driver and conductor rules but the majority were minor infringements dealt with by roadside caution.

■BRIEFS

● A GROUP of Sussex coach and bus operators are providing free transport for 40 children from Chernobyl in Russia during their three week stay in Brighton as guests of SOGAT, the print union.

Brighton Buses, Brighton & Hove, Eastbourne Buses, Hastings Coaches and Renown Coaches of Bexhill are providing excursions to local tourist attractions.

● LONDON Underground's Cleaning Services department has won a London Transport contract to clean the capital's 18,000 bus stop signs.

Work on the signs - many of which have not been cleaned for five years - will start in the next few weeks and should be completed by the end of the year.

● SHROPSHIRE County Council has introduced a park and ride facility in Shrewsbury.

The first site to be brought into operation - in line with council plans to extend the scheme - is at the Livestock Market at Harlescott.

● YORK City Council is to open a new minibus park on Foss Island Road on Monday, August 5.

There will be spaces for around 25 vehicles and coin operated meters will issue 'Pay & Display' tickets at £2 for up to five hours and £3.50 for up to 12 hours.

● NATIONAL Express faced a panic as WH Smith travel agencies were sold off to AT Mays - and 100 were closed overnight.

NatEx had to find alternative agencies for their tickets and services having had a blanket deal with WHS... but it's said a new network was established in most locations almost immediately.

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■SCHOOL CONTRACTS

Council refutes Farrows' claims

LEICESTERSHIRE County Council has hit back at last week's claims by Farrows that it would compromise safety on school routes.

Coach operator, Farrows, is, for the first time, being asked to competitively tender for the school contracts, but said that the roads on the new routes were unsuitable for PSVs.

Partner, Dennis Farrow, said he had contacted the police to ask their opinion.

But the council's team leader of school and public transport, David Smith, told *Coachmart* that each route has been carefully picked, that traffic on any of the roads was minimal, and that successful bidders would, in any case, be allowed to negotiate other routes if their concerns appeared genuine.

'Of course the tendering of contracts will upset operators,' said Mr Smith. 'But we have stated precisely what we want. The route changes are designed to increase loadings and attempt to get rid of taxi feeders.

'If as a result a coach has to go along a narrow road, that is a decision we have to make. I admit there are three areas over which hangs a question mark with road use. I am not dismissive of Mr Farrow's fears.

'These routes have been checked. We are talking of low traffic on country lanes, but all are used by HGVs and tractors and can be negotiated by PSVs.'

Mr Smith said the notice of termination of contracts gave statutory notice, but pointed out that operation on the contracts effectively ceases at the end of term, June 28.

He said there was no 'retrospective notice' as suggested.

'There seems to be a worry that the council will only consider the price of the bid. This exercise is designed to save the authority money but is also aimed at improving quality,' he added.

■BUYOUT

Hatts moves in for Wiltshire rival

HATTS Coaches of Foxham, Chippenham is negotiating to buyout the coach operating business of fellow Wiltshire operator, Cyril H Thomas, of nearby Calne.

When the deal is struck, probably around the beginning of September, it will bring together two of the oldest and best known coaching names in that area. Both operators have been in business for 60 years and both are still owned by the founding families.

Adrian Hillier, one of the five Hillier family members who run Hatts, said he was negotiating to buy the Cyril H Thomas company name and contracts. Most of the nine Thomas driving staff are also expected to transfer.

Thomas' premises at Calne and Chippenham, which both have Vauxhall car dealing franchises, are not included. And Thomas is currently advertising its 15 vehicles for sale separately.

'The two companies will operate as they always have done,' Mr Hillier told *Coachmart*.

'It will still be Cyril H Thomas Ltd and it will still be Hatts Coaches. And they will run side by side from Chippenham.'

Hatts' current business is a mixture of school/works contracts, private hire and its own UK and continental holiday programme. The company runs 22 vehicles and employs 13 drivers.

'It was a very slow start to the year,' said Mr Hillier. 'But there's no problem now. There is a recession. I can see it happening all around me. But, personally I don't think there's a recession in the coach industry.'

■PEOPLE

Mulligan moves up

CHRIS Mulligan has taken over as director general of the Greater Manchester Passenger Transport Executive.

The former deputy director general has been given the top job following the death earlier this year of David Graham. Roger Hall, former director of projects and infrastructure, becomes deputy director general.

Mr Mulligan joined the executive in 1977 as an accountant and served as executive accountant, financial controller and director of finance before becoming deputy director general in March last year.

Mr Hall joined the executive in January 1989 as Metrolink project executive and became director of projects and infrastructure in January 1990. He was formerly managing director of Greater Manchester Property Services - part of Greater Manchester Buses.

Chris Mulligan: follows David Graham.

■BUS

OFT launches bus guide

THE Office of Fair Trading has published a free guide for bus operators to help them steer clear of charges of anti-competitive practice.

It has circulated copies to 1,200 companies in the UK, as well as all traffic commissioners and other bodies which represent bus operators and passengers. The guide is intended to clear up misunderstandings about the way legislation works and describes the OFT's attitude on the effect on competition of various agreements which bus companies commonly make together.

Copies of Restrictive Trade Practices in the Bus Industry from OFT, RTP Enquiries, Field House, 12-15 Bream's Buildings, London, EC4A 1PR.

■BUS

Buses blasted by Welsh report

THE Welsh Consumer Council has blasted buses as 'uncomfortable, awkward and shabby' in its report on the local bus industry in the principality.

In *'Buses For People,'* it says timetables are illegible and confusing and that buses are unreliable and don't run often enough. But, it adds they have a major role to play in reducing congestion and pollution.

It says that given funding and careful planning, buses could provide a fast efficient and user friendly service for the whole population.

Recommendations include:

- Timetables planned at least 12 months in advance;
- The formation of user panels and transport forums so that bus operators can get feedback from passengers;
- Addresses and telephone numbers for complaints to be widely advertised;
- DiPTAC specifications on new buses and all existing vehicles within five years;
- Sufficient funding to ensure a good level of service in all areas and to upgrade ageing buses.

WCC director, Katherine Hughes, said: 'Steps must be taken to win back customers if buses are to survive. This is why we're recommending that the bus industry gives more thought to the consumer's needs by providing better information about services, a better standard of vehicle and more considerate and friendly service.'

Copies of the £10 report from the Welsh Consumer Council, Castle Buildings, Womanby Street, Cardiff, CF1 2BN.

■ PLANNING

Badgerline battles put it under the spotlight

Badgerline: open top dispute has hit new peaks.

BADGERLINE has enjoyed celebrity status with the media in the south west as it follows the company's battles on two fronts against two local councils.

Battle number one is with Avon County Council which last week voted to introduce a new permit system to reduce the number of open top tours - currently operated by Badgerline and Epsom Coaches - in Bath.

Battle number two has forced the company to abandon a planned £1.5 million investment in new buses because of a Bath City Council decision which delays the company's move to a new depot in the town.

Badgerline's open top dispute reached new peaks last week with extensive television, radio and newspaper coverage of Avon's planning, highways and transport sub-committee's decision and the news that the company is to take the issue to a public inquiry.

Martin Curtis, regional director of Badgerline, said: 'We are extremely disappointed with the decision and the fact that the matter was dealt with very quickly. Despite the media attention and the fact that we presented them with a petition signed by 10,000 people, there was no debate on the issue. The plan was just rubberstamped.'

In its other dispute, Badgerline's plans to replace some of its ageing Leyland Nationals have been scuppered by Bath City Council which reversed a decision of its planning committee and deferred a proposal to allow Safeway to build a supermarket at the Bristol-based company's Kensington bus depot.

The company, which carries one million passengers a month in Bath, wants to sell its old premises to the supermarket chain and build an alternative site across the city on Weston Island. However, it has faced a long running battle with the council over planning approvals.

Mr Curtis said: 'We have been given outline planning permission to develop Weston Island, but Safeway has so far failed in its attempts. The decision delays further our plans and means that financial penalties are eating up our funds and we have been forced to abandon our investment in new vehicles and make revisions to services.

'That is a shame as Bath is a very environmentally conscious city and the people would have benefitted from the replacement of the smoky Nationals by 20 friendlier Leyland Lynx. The decision also has a knock-on effect for the hard-pressed bus and coach manufacturing industry.'

■ BUS

Warrington fights back

WARRINGTON Borough Transport has hit back at newspaper reports which detailed the council-owned company's £40,265 losses in '89/'90.

A local newspaper claimed WBT had tried to cover up its trading figures, despite these being available from Companies House. But WBT says the story is old news in any case.

'I'll put it this way,' said finance director John Bannister. 'I've nothing to add to what I said six months ago in *Coachmart.*'

Mr Bannister agreed his company did not want to publish its profit and loss accounts: 'Like any business, we like to keep our affairs close to our chest,' he said.

He said WBT's 1990/'91 accounts were not yet filed and he would not reveal this year's figures.

■ PEOPLE

Personnel changes at Chesterfield

CHESTERFIELD Transport has announced two changes to its management team. Roy Mallinder has been appointed works manager of its commercial vehicle business, while John Grubb has been made commercial manager.

Mr Mallinder, who joined the company five years ago, started his career as a fitter. Mr Grubb has been with the company for 17 years.

■ VEHICLES

Grey Green thinks about changing vehicle policy

GREY Green's dwindling coach interests may see a transformation of its older B10M vehicles from coaches to buses.

The company has just picked up four former Thamesway contracts from London Transport which will require a net 30-vehicle increase in fleet size.

But at least half the big buses plying the Walthamstow services may be Grey Green's B10Ms rebodied.

Grey Green's managing director, John Pycroft, said no decision had yet been made on the future of the 1984 and 1985 Plaxton vehicles.

But he told *Coachmart* one option was rebodying by East Lancs, Plaxton or Alexander, thereby utilising the company's existing assets and reducing capital investment.

Grey Green's new routes start in March 1992.

Thamesway retained the W13 Leytonstone - Woodford Wells midibus service but County Bus and Coach secured the W14 Claybury Hospital service.

East London Bus and Coach got route 62 Barking Marks Gate currently operated by Ensign Citybus.

● Ten contracts in a new Wood Green project have been awarded by London Transport.

Ensign gets four, Leaside three, London Northern two and Grey Green one.

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Publishing director - Ian Griffin
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MAN rules with Britannia

BRITANNIA TRAVEL, of Otley, West Yorkshire, selected a new MAN 10.180, bodied by Salvador Caetano, for its second coach.

The year-old business, run by partners Sue Eastwood and Tony Broome, started on April Fool's Day last year with a new Toyota Optimo 21-seater.

Mrs Eastwood took a year out from office work and prepared the ground for the new enterprise.

She told *Coachmart:* 'There was a gap in the market for corporate entertainment, and we are trying to appeal to those who wouldn't normally take a coach.

'On our own tour work we use better quality hotels and prefer North Sea Ferries rather than going down to Dover on continental work.'

Britannia prides itself on flying the flag with its Union Jack emblem and patriotic colour scheme.

This not only appeals to local customers, but has proved to be a big hit with American groups.

Only one coach is operated - the Optimo having gone to Caetano in part-exchange.

Said Mrs Eastwood: 'We've built the business on a level of personal service that you can't do running two.'

Among the extras fitted for Britannia are hot drinks machine, stereo/PA, mobile phone, and video. Specially made mahogany tables replace seats when the 35-seater is down-seated to 20 for corporate work.

A toilet is not fitted because Mrs Eastwood considers them too expensive.

She said: 'Old people find coach toilets too difficult and young people prefer to jump off and stretch their legs.'

London Buses picks up more Pointers

REEVE BURGESS has delivered 52 Pointers to London Buses and has received a follow-up order for a further 19.

This will bring the number of Reeve Burgess-bodied buses in service with London Buses to over 120.

The 52 Pointers are running on services which have been upgraded as part of the revision of London Transport's Wandsworth area network and have been delivered to three London Buses subsidiaries - London General, London United and South London.

'I am delighted with the reception the Pointer has had, both from London Buses and operators elsewhere in the country,' said David Quainton, managing director of Reeve Burgess. 'In little over six months from launch there will be over 90 Pointers in revenue-earning service, which demonstrates that we got the product just right.'

The Pointer body, available exclusively on Dennis Dart chassis, has a conventional jig-built aluminium frame.

After initial plans to split production between Scarborough and Chesterfield, Pointers are made at the Plaxton plant on the East Coast following the Plaxton Group's decision to close the Reeve Burgess facilities in Derbyshire.

Deauvilles go to Scan

TWO new Jonckheere P599 Deauville luxury coaches on Volvo B10M GL chassis have recently joined the fleet of Scan Coaches.

They have replaced two Volvo Jonckheere Bermudas.

The coachwork comprises 51 Vogel Quadro 2000 reclining seats, a rear sunken toilet, double glazing, coffee machine, TV/video and a host of other extras.

Scan Coaches runs 42 coaches (including four dedicated VIP vehicles) from Harlesden in north west London.

Photo: Marcus Ruulio, managing director (right) and operations manager, Ian Cocking (centre) of Scan Coaches take vehicle keys from Arthur Humphries of Jonckheere UK.

You've been buying...You've been buying...You've been buying...You've been buying...

Leyland Tiger heads west

YEATES Bus and Coach, the Volvo Bus coach dealership, has sold a fully automatic Leyland Tiger to Elfed Lewis of Dyfed, south west Wales.

Mr Lewis specified Plaxton Paramount 3500 bodywork for his new flagship.

The coach has rear sunken demountable toilet, courier seat, double glazing, drinks machine and 49 reclining seats.

Lewis Coaches is based in Whitland on the A40 halfway between Haverfordwest and Carmarthen.

It operates six coaches together with one minibus and the new coach will take its place as first choice for private hire, tour and excursion work.

The 12-metre Leyland chassis is fitted with Cummins L10 290 bhp engine and ZF auto 'box and the finished vehicle displays Lewis' green/mink colour bands on a white base.

Right: the Leyland Tiger in the livery of Dyfed-based Elfed Lewis.

Scorpio goes for Optimo II

A TOYOTA Optimo II 21-seater GL has joined the Slough fleet of Scorpio Travel.

The vehicle is finished in a livery which uses shades of pink.

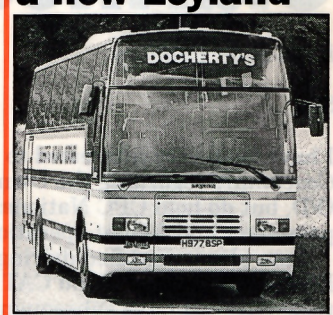
It will be used on Scorpio Travel's up-market mini-coach duties.

Based on the top-selling Toyota Coaster chassis with six-cylinder turbo engine, the Caetano bodywork has comprehensive specification.

This includes full moquette seating, courier seat, powered entrance door, tinted side windows with full draw curtains, forced air ventilation, individual reading lights, Blaupunkt audio equipment, and full soft trim with centre gangway carpeting.

Left: the 21-seater Optimo II in its new livery.

Docherty's gets a new Leyland



EXPANDING Scottish operator, Docherty's of Auchterarder, has added a new Plaxton-bodied Leyland Tiger to its 12-strong fleet.

The newcomer will be used on work for one of Scotland's most prestigious hotels, The Gleneagles Hotel, and on the company's extensive touring programme.

The Tiger is the first in the fleet with a Cummins L10 engine. It has a Plaxton Paramount 3500 body with 53 reclining seats and a continental exit door.

The company can trace its roots back to 1947 when proprietor Jim Docherty's father invested in his first coach. During the 1950s it stopped running coaches and concentrated on trucks. However, it returned to the industry in 1981 with some success.

Coles buys a Beaver

J&J COLES of Eversleigh, Hampshire, has taken delivery from Plaxton Retail Sales of a 33-seat Reeve Burgess Beaver coach based on a Mercedes 814 chassis.

It is finished to full luxury specification, including high back moquette seating, radio cassette, large luggage boot, side locker, tinted glazing, luggage racks and purmo heating.

J&J Coles' luxury specification 33-seat Reeve Burgess Beaver.

Brolly disappearance concern

From R Catterall

SIR

Recently, my son's coach company took a private trip from Leamington Spa to Newmarket Races. All went well until a few days after the excursion when the firm got a call from a lady member of the party claiming that she had left an umbrella and a cake on the coach.

The lady was told that when the coach was cleaned only the cake was found - and that as it had gone off it had been disposed of.

She disputed this and said that the company would hear further about the brolly.

This week the firm received a letter from the lady's solicitor claiming compensation for the umbrella and £120 for the loss of a raincoat - the first time that a coat had been mentioned.

The solicitor has given the company seven days to pay before starting court proceedings.

The worrying aspect of the case is that anyone who travels on a coach can subsequently claim to have left items on the vehicle. My impression was that any property left on a coach was the responsibility of the owner and that, provided care and a disclaimer notice was displayed - which it was in my son's case - the lady has no case whatsoever.

R CATTERALL
83 BANBURY ROAD
SOUTHAM
LEAMINGTON SPA

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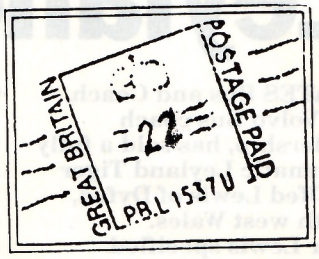


The editor is always pleased to receive letters for publication in *Coachmart* and will, if requested, publish these anonymously. But please attach your name and address for our own information.

Clarification is wanted on rules

From Peter Padbury

SIR

I have been very interested to read the correspondence in *Coachmart* regarding the Owners/Drivers Club. I am not an O/D, but do hold CPC National and International in both passenger and freight operations.

I am also a qualified driving instructor for both PCV and LGV holding Class 2 and CAT 1, now C&E and D&E respectively. I have subsequently set up my own transport consultancy.

I was interested in the letter which remarked that, especially using a CPC for either a member or small company, the stumbling block to obtaining an O-licence is a CPC holder. I feel certain that by offering to become a CPC (transport manager holder), a member could get underway with less trouble. Courses on customer care and driver training could then also be carried out.

PETER PADBURY
TCMS
308 MALLING ROAD
HAM HILL
SNODLAND
KENT

***Ed:** Any further correspondence regarding the Owners/Drivers Club should be sent to: Dave Crook, 6 Caledonia Drive, Dibden, Hythe, Southampton, SO4 5UA.*

NOSTALGIA CORNER

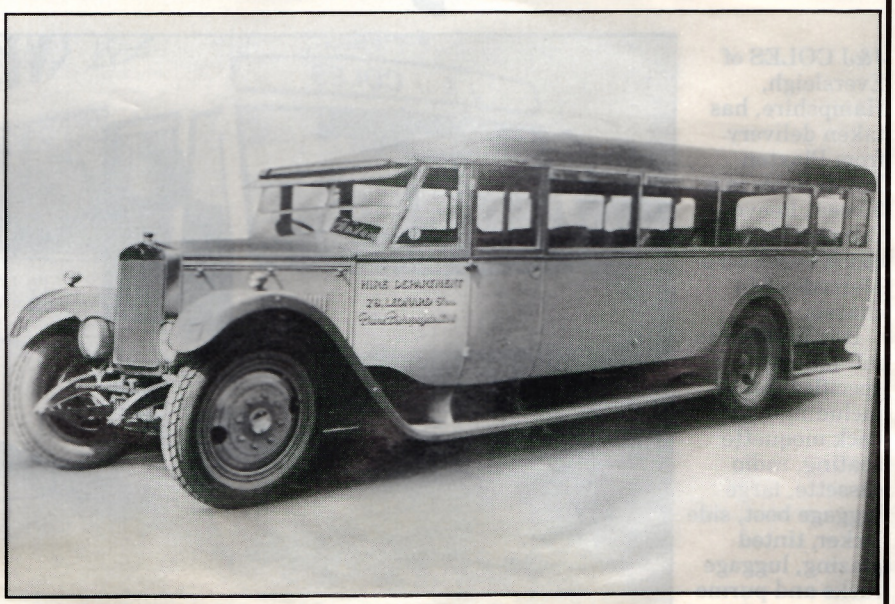
AMONG the many nostalgic pictures to come into the *Coachmart* office is this one of an unidentified 1920s' charbanc. Again we rely on the memories of our older readers. Does anyone know what it is?

What are the clues? The lettering on the front side panel reads: 'HIRE DEPARTMENT, 78 Leonard St EC3, Phone Billingsgate 1288.' There's a board in the nearside screen, but its message is far from clear.

Otherwise, the vehicle is very much what you see. Seating is for about 29 passengers and there are outward opening doors front and rear. The hood folds back and there's what looks like a tax disc in the nearside front window.

The original picture hangs in Dick Bennett's office at Bennetts Coaches, Newbury. Dick would dearly love to know more about this coach of yesteryear.

Perhaps someone can help before a profile of Dick Bennett's coach operation appears in next week's *Coachmart*.



Does any Coachmart reader know anything about this 1920s' charabanc?

Ray's number one driver... again!

THERE'S no stopping Ray Hayter - he's just pulled off his fourth win in the London Buses' Bus Driver of the Year Competition.

Ray, who works for London General, has been with London Buses for 14 years and first won the coveted London Bus Driver of the Year Competition in 1987. He followed that 12 months later - when he was also UK champion - and again last year. Thirty-eight-year-old Ray lives in Epsom Downs and is currently based at Merton garage.

Winner of the London Buses' Midibus Driver of the Year award in the Shell Advanced Diesel sponsored competition was Steve Lacey. Steve (32) is a Gold Arrow driver at Westbourne Park where he has worked for two years. He is married with three children and lives in Stonebridge.

Both winners received trophies and £500 in prize money. Ray also won a £250 bonus for taking first place in the Highway Code section.

The presentations were made by Shell's national account manager, David Heap, and Norman Cohen, London Buses' operations and marketing director.

● PUPILS from three East Kent schools won their classmates a day's free coach travel, following a competition organised by a local bus and coach operator.

'Leave your car at home and travel by bus or coach' was the environmentally friendly message produced by the three age group winners of a schools poster competition run by East Kent Road Car Company to celebrate its 75th anniversary.

The winners - judged from an entry of over 500 - received a certificate and free travel for their school.

East Kent managing director, John Berkshire, said: 'We carry several thousand children to and from school in East Kent each day and I am delighted with the interest shown in our competition.

'Its message of encouraging further use of public transport is in close keeping with today's concern for the environment.'

Photo: East Kent managing director, John Berkshire (left), with the competition's three prizewinners and teachers from the schools involved.

JOIN THE JET SET

J DAF MB 2300 – Algarve Super-High, 53 recliners, courier, continental door. **From £92,000**

J MAN 10-180 – Algarve, 35 recliners, courier, continental door. **From £69,500**

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DAF SB 3000 DKV – ALGARVE 3.55 EXEC. 49/53 recliners, centre toilet, continental door, Blaupunkt audio, full soft trim. **£103,000**

DAF SB 2305 DHS – ALGARVE 3.55 TOURING. 53 recliners, courier seat, continental door, Blaupunkt audio, low driver. **£90,500**

ALSO AVAILABLE

VOLVO B10M – ALGARVE EXEC. 51/55 recliners, toilet, double glazed. **£106,000**

DENNIS JAVELIN – ALGARVE TOURING. 53 recliners, courier seat, continental door, Blaupunkt audio, full soft trim, power door. **£83,000**

MAN 10.180 – ALGARVE. 35 recliners, power door, courier seat, continental door, tinted windows, curtains, Blaupunkt audio. **£69,500**

ALSO AVAILABLE

TOYOTA OPTIMO II GL 18 and 21 seat.

J DAF SB 2305 DHS – Algarve, 53 recliners, courier, low driver, continental door. **£90,500**

J DENNIS JAVELIN – Algarve, 53 recliners, courier, continental door, Blaupunkt audio. **£83,000**

Salvador Caetano

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How to avoid failing the test

QUESTIONS answer

Questions on any aspect of coach operation that is giving you problems should be sent to: Marksman, c/o *Coachmart*, Wentworth House, Wentworth Street, Peterborough, PE1 1DS, or by fax: 0733 62656.

Q I HAVE bought an AEC Reliance to use on a rural service. It is due for testing shortly. I have blanked off the sixth gear to restrict its top speed. What should I do regarding testing to avoid it being failed for not having a speed limiter?

MBS, Sussex

a YOU should, in any case, notify the PSV Centre, Welcome House, 91 The Strand, Swansea, SA1 2DH, of what you have done to the vehicle, using form VTP5, as this is a notifiable alteration which Swansea will add to the computerised records of the vehicle.

Whether you have done this or not, be sure to use the latest test application forms VTP4, 4a and 4b. These are dated 1991 and contain information regarding speed limiters.

The PSV centre at Swansea advises me that it circulated a publicity leaflet to operators on this matter. I have sent one to you as, like a lot of other operators, you do not seem to have seen it. It lists the vehicles (including AEC Reliance) which the Vehicle Inspectorate considers will require speed limiter fitment unless the operator can give a technical reason why a limiter is not required. Although it is not relevant to your question, it is probably helpful to add that, in relation to vehicle types which are not on this target list, Swansea advises me that a declaration made on the test application form that the vehicle does not need a limiter, 'will be accepted without question.'

Q THIS company, and presumably every other operator of local bus services, copies Ordnance Survey maps for registration purposes. These maps do have a notice on them prohibiting copying without consent.

Should we have obtained consent from Ordnance Survey, or is this not required when the copying is done to comply with a legal requirement?

A S, Lincs

MCW Highliner: reader is worried about EC height restrictions on double-deck coaches.

a WHAT an interesting question - which the coach industry may wish you had not asked!

I have consulted with Ordnance Survey and particularly asked whether there is an implied consent to copy maps to meet a statutory obligation.

It advises that under the Copyright, Designs and Patents Act 1988 its specific permission is required by operators before making copies for registration purposes and that copies have to be endorsed with a precise wording indicating that the copy is made under consent of the copyright holder.

To seek consent from Ordnance Survey you should contact its Copyright Branch, Romsey Road, Maybush, Southampton, SO9 4DH.

The same would, of course, apply to other cartographers whose maps operators may copy.

This generates the hypothetical question: Would sending a traffic commissioner map which breached the copyright of 1988 throw doubt on the good repute of an operator?

I do not propose to answer this one!

Q I AM thinking of purchasing a double-deck coach but I seem to remember reading that the EC had plans to make the double-decker illegal.

I do not want to invest in something which will soon have no value. Can you advise on this?

D B K, Oxon

a AS far as I am aware the EC proposals are only in draft form and, therefore, nowhere near becoming a law.

What is perhaps more cogent to your purchasing decision is to understand that although there is no legal height limit for PSV in the UK and France, almost all countries in the rest of Europe already have national legislation limiting PSV to a maximum height of four metres - even though it may not always be rigorously enforced.

I believe that there are some double-deck coaches of UK manufacture that are higher than four metres - the MCW Highliner being one example. It is likely that if the EC does eventually legislate on this the effect would be to impose this four metre maximum height across all member states.

As long as you buy a double-decker that is no taller than that, I feel the height should not give you any concern, now or in the future.

Q AS a relative newcomer to the coach business, I can think of many areas where insurance is desirable, but can you confirm that it is only third party motor insurance which is actually compulsory, please?

RK, Wilts

a I AM sorry to say that this is not so. The very name of the legislation, the 'Employers Liability (Compulsory Insurance) Act 1969', speaks for itself.

It requires at least £2 million cover for any employee (other than close relatives) in any business. Employees who lack the necessary cover can face a fine of up to £1,000 per day.

A certificate of insurance has to be on display at each place of business. Failure to do this can result in a £400 fine. If you are not covered, act at once. You are, I fear, not alone in your belief. Many embryonic entrepreneurs start out in blissful unawareness of this.

Weekly report on law and the coach operator by Michael Jewell

Westbourne gets another chance following maintenance problems

WESTBOURNE Motors (St Austell), whose licence was revoked earlier this year on maintenance grounds (*Coachmart*, February 21), has been given a chance to start afresh.

The company, of Tregehan, St Austell, has been granted a new international licence for three vehicles for one year by the Western deputy traffic commissioner, John Robbins.

However, Mr Robbins warned at a Truro public inquiry that if any more prohibition notices are issued to Westbourne's vehicles over the next 12 months the licence will not be renewed.

Mr Robbins said Westbourne had a chequered history going back over many years.

It had been given warning after warning with little effect, until its licence was eventually revoked.

At a public inquiry in September 1989, there was evidence that between January and April of that year no fewer than 12 prohibition notices had been issued. Five of those prohibitions were of immediate effect, which meant that the vehicles were in a dangerous condition.

In addition, there had been three defect notices, an adverse maintenance report and eight convictions in July and August 1989. On that occasion, no action was taken other than the issuing of a warning.

In July 1990 a public inquiry was told of a further seven prohibition notices, five of immediate effect, and another seven defect notices. There were also a considerable number of further convictions. There were seven convictions at St Austell in February 1990, and in June 1990 substantial fines were imposed when the company, its managing director and transport manager were convicted of various offences. At that stage the commissioner decided to cut the licence authorisation to 10 vehicles.

On January 30 this year there were no fewer than 10 further prohibition notices, six of immediate effect, six defect notices and another adverse maintenance report.

Deputy traffic commissioner, John Robbins, said the company had a chequered history and had been given warning after warning with little effect.

There were also allegations that statements of intent, given at an earlier hearing, had not been complied with as the company had not surrendered its school contracts.

Mr Robbins said: 'It concerns me that at that hearing, the applicant failed to disclose that he had been convicted one week earlier of failing to produce tachograph records. That does not give me a great deal of confidence that Westbourne Motors is a suitable company to operate any form of public service vehicles.'

He pointed out that he had to be satisfied that lessons had been learned from what had happened in the past and that things had been tidied up.

'Unless I am 100 percent satisfied there is no way I am going to issue a licence so soon after the previous licence - with its bad history - was revoked,' he said.

Brian Clark, a director, said Westbourne was a family business that had been operating since 1942. At its peak it had as many as 30 vehicles and there had been no problems prior to 1988.

The difficulties encountered since then had stemmed from staff, he alleged. Three full-time qualified fitters had been employed to maintain the fleet and there was no excuse for the lack of maintenance which led to the prohibition notices being issued.

His problems started when he found that staff were purchasing items for themselves and charging them to the company's accounts. He dismissed a number of employees and there was a very bad atmosphere in the garage.

Claiming the poor maintenance had been deliberate on the part of the company's staff, Mr Clark said four of them now had operator licences of their own and were in competition with Westbourne.

He said: 'I feel it was in their interests to discredit the company as much as possible. They deliberately tried to put the company down - and they succeeded.'

After referring to specific instances where vehicle examiners had found defects, Mr Clark said that one examiner had told him that the company was particularly popular that week as five anonymous telephone calls had been made to the DTp about it.

Assuring Mr Robbins that he was aware of the shortcomings in the past, Mr Clark said there was no way that he would get caught like that again. He was seeking a licence for only three vehicles so that he could start from the bottom and build the company up again with new staff.

Mr Robbins said he did not think all the blame for past problems could be laid on the staff. Mr Clark should have taken positive steps earlier to deal with the situation. However, the company had been operating for many years and he was satisfied about its financial stability.

Mr Robbins said he was prepared to take a chance and grant Westbourne a licence but warned the company that 'we will breathing down your necks - it is up to you.'

Consequently, he thought he ought to give it an opportunity of a fresh beginning. The grant of a licence would be subject to Westbourne entering into a maintenance agreement with an outside agency that was to the satisfaction of the DTp. He said there would be a full inspection of vehicles and records before renewal and interim spot checks.

If Mr Clark could prove in 12 months that the company's house was in order, there was no reason why it should not be granted a full five-year licence and consideration given to authorising a larger number of vehicles.

Mr Robbins said: 'I think I am taking a chance, but I am prepared to do so, but we will be breathing down your necks. It's up to you.'

Weekly report on law and the coach operator by Michael Jewell

Toppings Super Coaches is fined

A NUMBER of offences arising out of the operation of a 'free' service by Toppings Super Coaches of Liverpool, cost the company £450 in fines and costs when it appeared before Manchester magistrates.

The company pleaded not guilty to an offence of failing to display a PSV operator's licence disc, one offence of employing a driver to drive a public service vehicle when not the holder of a PSV driving licence, and to one offence of using a public service vehicle without carrying a First Aid kit.

For the prosecution, John Heaton, said that according to the Public Passenger Vehicles Act 1981, a public service vehicle was a vehicle which had been adapted to carry more than eight passengers, and was used to carry passengers for hire or reward. A vehicle was to be treated as such if payment was made for, or for matters which included, the carriage of passengers, irrespective of the person to whom the payment was made. A payment was treated as having been made for the carriage of a passenger if it was made in consideration of a person being given a right to be carried, whether for one or more journeys, and whether or not the right was exercised.

'Hire or reward' covered a 'free' bus if payment was made for some other material, which, according to the prosecution, was the situation in this case.

When director, John Topping, was interviewed, he had said that in order to travel on the free bus service from Liverpool to Manchester one had to book a holiday at Home James Holidays. That was a different company to Toppings Super Coaches, but Mr Topping and his wife, who were directors of Toppings, were also the partners in Home James Holidays. The service was free and was not directly paid for. No discount was given if the service was not taken up. The use of vehicles by Home James was free.

Mr Heaton argued that it did not matter if payment was not made directly to Toppings, or indirectly to Home James as they were the same people benefiting. It was clear that if a holiday was booked and paid for then there was a right to use the service.

DTp traffic examiner, Michael Power, said that last November he stopped a Bedford minibus after he had seen two passengers alight at Manchester Airport. The driver said he was employed by Toppings Super Coaches and had carried the passengers from Liverpool to the airport.The vehicle had no operator's licence disc displayed, and after searching the vehicle, no First Aid kit could be found. The driver admitted he was not the holder of a PSV driving licence.

Mr Topping said the passengers had paid for a holiday with Airtours through Home James Holidays, a travel agent selling holidays at the price in the brochure. A print out was given to confirm the booking, with the customers paying £522 plus £33.20 insurance. Airtours gave them 10 percent commission. Different accounts were set up for Home James and Toppings. At the time he had thought that any size vehicle could be used to carry passengers as long as it was a free service and that an unlicensed PSV driver could drive the vehicle as long as the passengers were not fare paying. There was no First Aid kit as the vehicle was not being used for hire or reward.

Up to this year it had had an advert in the shop window advertising free travel to and from Manchester Airport. No money changed hands between the two companies.

He agreed with Mr Heaton that the two businesses operated from the same premises and that they were commercial enterprises set up to make a profit.

Mr Heaton asked if he was eligible for free transport and Mr Topping replied: 'To obtain free transport you would have to make a holiday booking. The customer does not have to pay for the coach.'

He agreed that a profit was made from the bookings and that he and his wife benefited commercially if Toppings did a run for Home James.

Mr Topping said the customer paid Home James for the holiday. There was no mention in the contract about the coach. If they asked for the travel then arrangements were made. The free travel was offered to attract customers due to the considerable competition in Liverpool.

For the company, Nicholas Edis, said that the only payment made was to Home James, and it was not a payment in consideration of the journey from Liverpool to Manchester. There was no fare rolled into the holiday price. He argued that there was no right to be carried in the sense that the passengers did not have a right to sue if the coach did not turn up as there was no binding contract. No payment was made in consideration of the journey at all. If there was a payment, there was no evidence that there was any contractual right to be carried.

In reply, Mr Heaton argued that free travel was advertised in the window to entice people into entering into a contract. There was a right to expect that free travel as a term of the contract. The payment for the holiday was clearly a payment for other matters. Passengers were getting the right to be carried due to their payment for the holiday, although no offer of a free bus was incorporated into a contract.

The magistrates found the company guilty of all three offences, fining it a total of £350 and ordering it to pay £100 prosecution costs.

Inverclyde Transport director is warned

ANDREW Wilson, principal director of troubled Inverclyde Transport, has been warned he may be disqualified from holding an operator's licence if his Greenock-based company has its licence revoked.

Scottish deputy traffic commissioner, Ramsay Dalgety, QC, issued the warning when he reserved his decision at the end of a four-day public inquiry.

He is considering taking disciplinary action and whether or not to renew Inverclyde's licence with an authorisation of 20 vehicles.

During the course of the hearing, Mr Dalgety visited the company's premises and watched video recordings, which Mr Wilson maintained supported his allegations that a Department of Transport vehicle examiner had exaggerated the severity of defects on the company's buses. (*Coachmart*, June 13 and July 4).

The present Inverclyde Transport licence was granted for 12 months only, with a final warning, following a public inquiry in March 1990.

In the past 12 months, seven immediate prohibitions, four of which had been endorsed 'neglect', five delayed prohibitions and five delayed variation notices had been issued.

Mr Dalgety said that revocation of the company's licence was a possibility.

If he so decided, the question of the disqualification of Mr Wilson would arise.

The deputy traffic commissioner said he proposed considering that question at a further public inquiry at the end of the month.

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TALBOT 1000, 12-seater minibus, seats covered in moquette, plywood floor covered in lino, full soft trim, saloon heater, lights, COF ..... **Diesel £11,255**

NISSAN URVAN, 12-seater minibus, seats covered in moquette, plywood floor covered in lino, full soft trim to saloon, interior lights, COF **£10,750**

NEW MERCEDES 609D, up to 26-seater, high back Capri seats, tinted windows in metal frames, full soft carpet trim, luggage racks, quad vent, stereo/cassette, 4 speakers, interior lights, body skirts, COF **£29,750**

NEW IVECO 4510, high tube 18-seater, high back seats, tinted windows, luggage racks, quad vent, stereo/cassette, 4 speakers, body skirts, COF **£24,950**

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TALBOT EXPRESS 1500, Diesel, high roof, window van, 15 seater, high spec **£16,250**

1989 (G) TOYOTA CAETANO OPTIMO, 21 moquette seats, radio/cassette, table, power door, many extras, annual August '91.

PLEASE RING (0322) 228538 for our up-to-date stock list on our large selection of new and second-hand vehicles.

1989 (F) MAZDA 2200, diesel, 14 seats, red with grey interior.

1982 (X) MERCEDES 207D, diesel, 12 high back moquette seats, top sliding windows, annual Nov '91.

1986 (D) FREIGHT ROVER SHERPA, 16 + 5 standees, moquette bus seats, power door, diesel, annual 1 year.

1987 (E) FREIGHT ROVER SHERPA, Diesel, 16 moquette seats, radio/cassette, annual 1 year.

1988 (E) TALBOT EXPRESS 1500, petrol, 14 high back moquette seats, white exterior, blue interior, annual 1 year.

1986 (D) RENAULT T35D, 14 plus courier, moquette seats, armrests, curtains, diesel.

1986 (D) FORD TRANSIT, Sweet Sixteen, 2.5 diesel, 16 hi-back moquette seats, swivel door, annual August '91.

1990 (G) MERCEDES 408D, 15 seats, radio, 11,500 miles, curtains.

1986 (D) IVECO CAETANO VIANNA, 19 seater, diesel.

1988 (F) CITROEN C25, petrol, 12 seater, non PSV.

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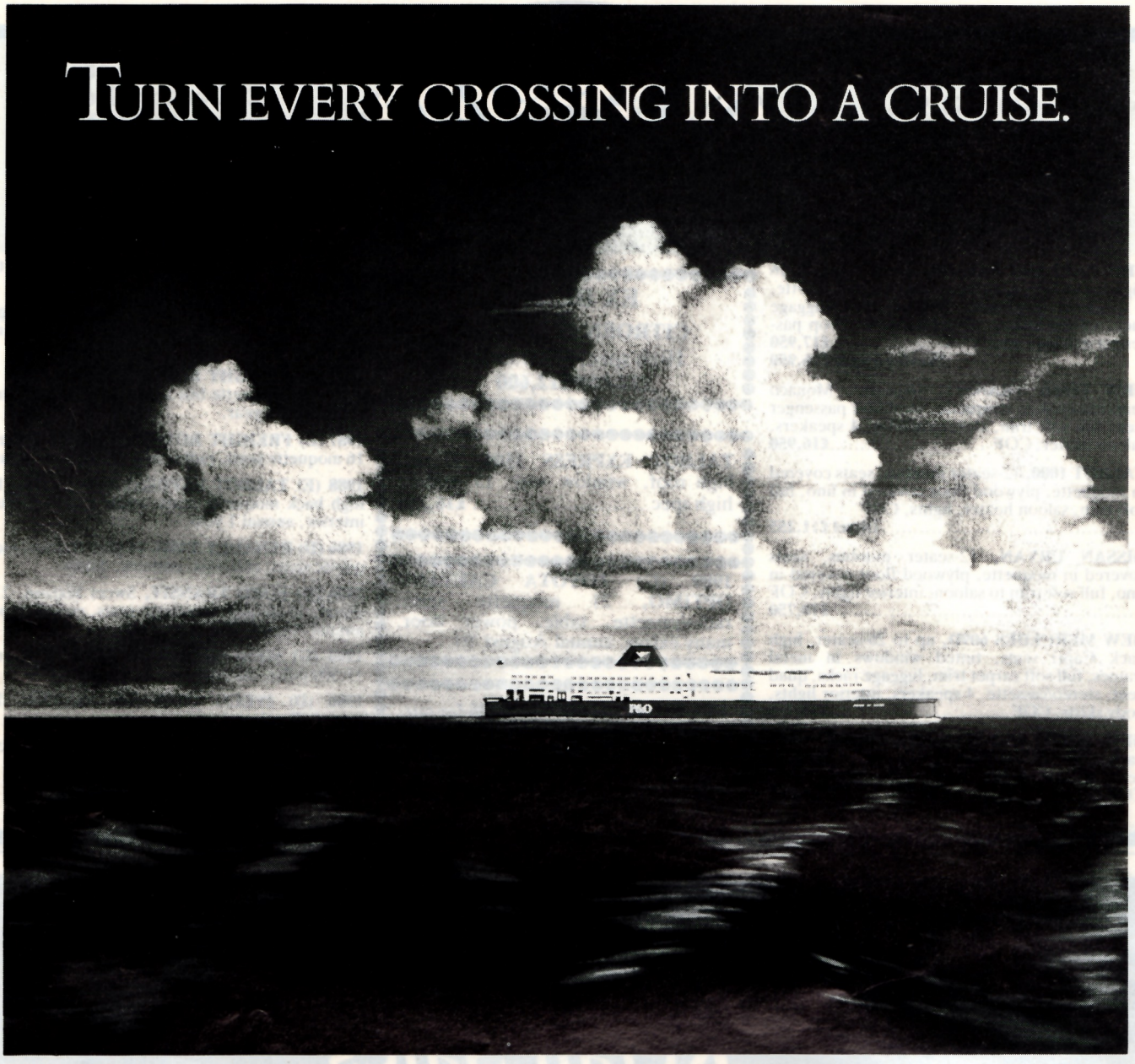

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We care about your business and the needs of your clients, so for 1991 we are announcing a multi-million pound fleet-wide facelift for our ships.

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PLANNING YOUR TOURS

Rod Davey looks at the art of tour planning in another special *Coachmart* feature.

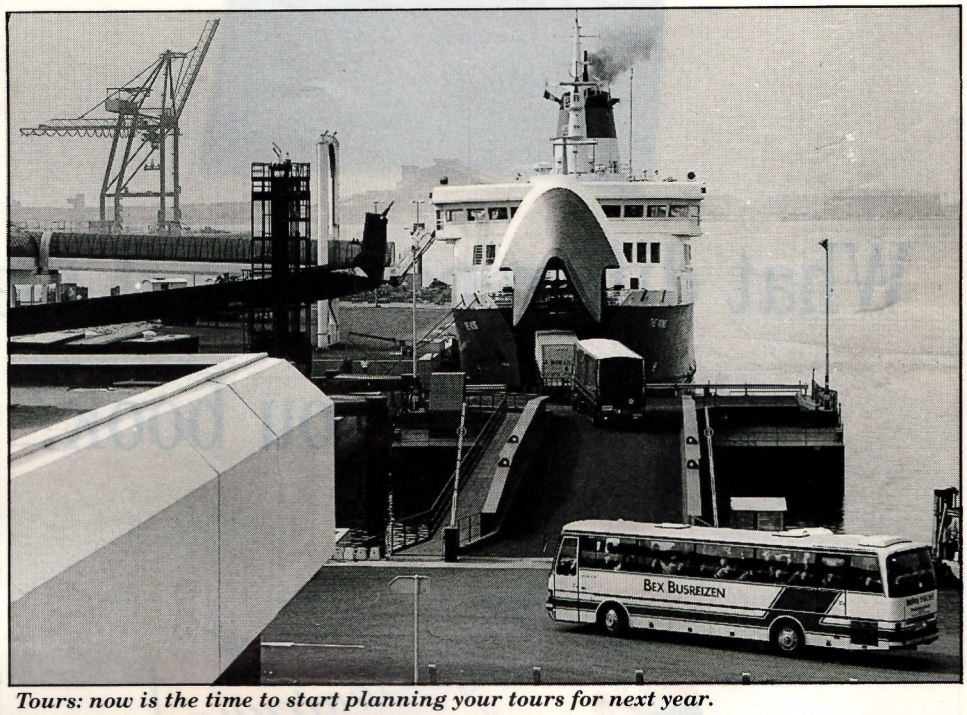
TOUR planning is a marketing activity which demands a large range of marketing skills and acumen - perhaps more than any other aspect of coach operation.

It is often confused with brochure planning. But this promotional stage is only one small facet of the whole process. Similarly, marketing itself is a broad subject which is often mixed up with promotional activity and, more frequently, just plain selling.

Marketing, in fact, gets to the deepest roots of running a business profitably. It is often surrounded by some sort of mystique as far as many fee-charging professionals are concerned - but it is basically the things people do to bargain with each other so that trading takes place.

We might do and say some pretty dumb things, over simplify some of our activities and over complicate less important processes. But nine times out of 10 we have some idea of what we are about - it just takes a little teasing to drag it out of the deepest recesses of our minds and screaming into the light of day. Marketing is something we do almost instinctively. However, like any other business process it is something which is vastly improved if our consciousness of what we're doing is clear at every stage.

I was called in by an operator who wanted to promote marginally-costed day hires interworked with his morning and afternoon school contracts. As he had only asked me to write a promotional leaflet, take photographs to illustrate it and arrange design and publication - he was very surprised when I sat down and started to ask him about his natural market.



Tours: now is the time to start planning your tours for next year.

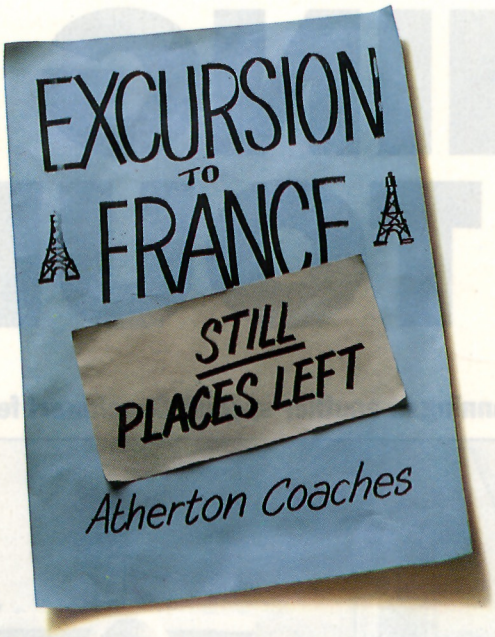
It might seem obvious to say before any service can be profitably provided that there must first be demand. However, most operators know the two interact - especially where demand is enhanced with a product costed at the margin. Because his main overheads had been previously met, this operator could offer his product, in this case day hires, at an attractive rate for the buyer. It was worth it because a low cost base ensured an attractive margin to cumulatively add to his profitability. His natural market was the schools he already served and the elderly living in sheltered accommodation taking evening hires.

With a little discussion I had discovered this operator already had four of the six main elements of the marketing 'mix' in place, but they were initially hidden in his mind. He had a 'product', his spare capacity in between school contracts, and an attractive 'price' contained within a 'package' - lower priced hires at certain times of the day. He also had a 'place' and was well aware of the main market for his services. But despite being alive to the need for 'promotion' he did not originally see how to point this at his target market.

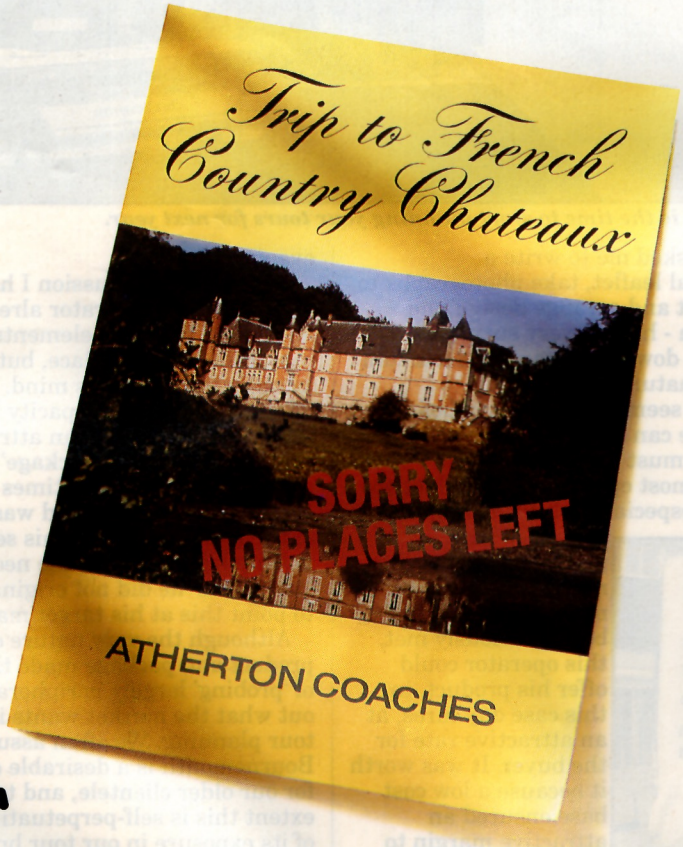
Although the very nature of this product and package made the element of 'probing' largely peripheral, finding out what the market wants is crucial to tour planning. We often assume Bournemouth is a desirable destination for our older clientele, and to a certain extent this is self-perpetuating because of its exposure in our tour brochures.

But there is nothing 'unique' about the higher-priced group accommodation in this seaside town to discourage a tour base being established somewhere else in the area. Day hires to this destination are certainly discouraged, with the lack of directions to a coach park at ▶

Coach holidays: UK sales amount to £500 million each year.



What difference does it make which ferry you book?



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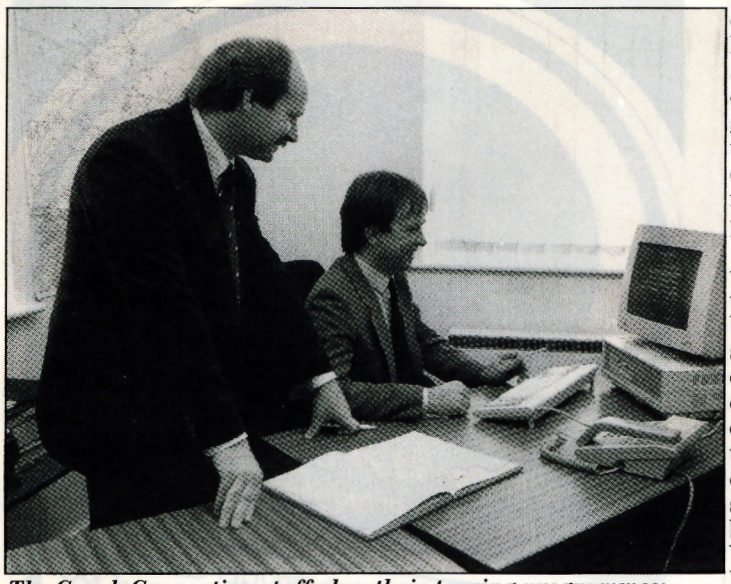

The Coach Connection staff plan their touring programmes: Managing director, John Isles, said: 'Usually, the coach operator wants a tailor-made package.'

◀ the back-of-beyond without any facilities whatsoever, apart from the 'pay-and-display' machine.

We can have as many such hunches as we like, but to really find out what the market wants we have to ask and conduct a little market research as part of our tour planning strategy. Questionnaires handed out at the end of previous tours are often the sole method used, if one is used at all.

Given the age profile of the majority of coach holidaymakers a more effective method might be to go round and talk to existing clients and make copious notes. Although time-consuming, older clients may be flattered by the attention, appreciate the company and be more likely to help you in your quest to fill your coaches. Tour margins are usually good enough to justify the time spent. A similar argument can be made for promotional evenings and slide shows.

In the past own-tour operators have been advised to look at what the competition is doing. But then they copy it. As a result, many operators are running identical tours at identical prices promoted in identical brochures.

I well remember a distinct feeling of *deja vu* when I saw photographs of rival West Midlands operators Dave Parry and Roger Middleton, ex-MD of defunct Antler Holidays, side-by-side on the wall of a Rhine Valley wine tasting cave in Rudesheim. This is not quite the point. The idea is to establish your own unique selling points, or USPs.

By all means, go for popular destinations and for tried and trusted holidays you know have been well subscribed within your market catchment in the past. But even a one-coach operator like Harrow Weald-based M&M is able to go for destinations off the beaten track, such as Norway and Czechoslovakia.

Make sure the off-beat gets brochure-front prominence, along with the usual tasters for Paris, the Rhine Valley and the Dutch Bulb Fields. It's just the sort of thing to put you head and shoulders above your competitors - and gets you noticed by the punters, especially if released as free press editorial.

One of the best ways to develop a tour programme USP is to make sure you get invited on the many educationals organised by the tour wholesalers during the off-season. I remember being chastised by Yorkshire operator, Margaret Palmer, on an educational trip to the Champagne region of France. 'The trouble with the press going on these educationals is they publicise all the bargains I'm taking so much trouble to find,' she said. But she still could strike those crucial face-to-face deals after giving the hotels that all-important once-over first.

Not all operators can afford the time, however, and most of the tour wholesalers provide a comprehensive service for those lonely operators who cannot rely on the acumen of the spouse to strike the best deals. I asked five wholesalers who are among the best known what sort of services they provide the own-tour operator.

'We can provide a complete hotel and ferry package for a group - or just accommodation if the coach operator prefers,' said Maun International director, Norma Barks. She added the service also includes a written route, similar to that provided by the AA, but additionally provides an optimal mix of scenery and attractions. Her routes usually show the quickest way depending on the time margin, although continental road tolls may be taken into account if required.

'A written itinerary and suggested excursions are all part of the service,' she added. Such a service includes the bulk-bought discounts Maun is able to pass on to the operator, and its expertise in negotiating the best prices. 'We can also take operators to see hotels and holiday areas on the continent - as well as produce printed itineraries in-house for our operator/clients.'

Aladdin offers the operator a 'full-support package', according to its commercial director, Alan Edmondson. 'We go the whole way,' he said. 'And put the whole tour together, including arranging local guides and meal arrangements.' It also offers marketing advice to operators new to UK and continental touring.

Sally Thelan, a director of Albatross, says the company provides a similar service. 'We personally visit all the major hotels,' she said. 'Saving the operator time and expense.' The company bulk buys its main hotel allocation between May and October. 'So one phone call sorts out all the problems,' she added. Such problems might include one suffered by an operator who had bought a coach from a liquidated company and found it impounded in Austria - Albatross released the vehicle from its 'bird' and produced the bail money.

The overseas contacts of the wholesalers are invaluable to any new starters. 'Our behind-the-scenes work is not costed and is provided as an add-on extra service,' said Sally. Common problems the company routinely sorts out are mixed-up luggage and breakdowns. 'We give the operator the home phone numbers of staff to contact in the event of an emergency, and can help with brochure production - all without charging booking deposits.'

The Coach Connection tailors its tours to suit the operator - but also provides sample itineraries and hotel details of its most popular sellers such as Austria, Lake Garda and the Rhine Valley. 'Between 40 to 50 percent of our operator/clients book off-the-peg itineraries,' said managing director, John Isles. 'But more often the operator wants a unique tailor-made package.' The company often modifies its off-the-shelf tours, rather like Burtons used to alter its off-the-peg suits to made-to-measure.

But often tour planning is off-the-brochure for specialist private hires for special interest groups. The Coach Connection can arrange tailor-made packages from scratch. These have included golfing holidays in Northern France and trips for dressmakers to Brussels. However, whether it's for more down-market school holidays or specialist trips requiring more ▶

Market research: older clients can be flattered by your attention.

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It's just that we keep some of it well hidden.
The 'Into The Thick' mining adventure for instance. At the Black Country Museum you can experience the dark and dangerous world of Dudley's Victorian miners.
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Of course, there's a great deal more for all the family. Our new tropical Geochrom, the Castle rich in history and the famous Zoo, not to mention the finest crystal in the world . . .
We could tell you more.
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Economic Development Department
7 St. James's Road, Dudley DY1 1HP

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Sealink Stena Line: now competing with specialist tour wholesalers.

upmarket accommodation - tour wholesalers take a lot of the hassle out of tour planning. And they can also respond flexibly when groups require those inevitable changes to plan.

Steve Moore, a director of ICT, underlined the tour wholesalers' approach. 'The coach operator has the total ease and confidence of making only one phone call to book a whole tour,' he said - quite an advantage when the tour may involve five hotels or even more. Other advantages include the bulk-buying power of the wholesalers, their knowledge of different languages, research into the quality and reliability of hotels and the removal of administrative hassle. 'We give the operator extra time to concentrate on selling his tours,' added Steve.

Wholesalers are often able to pass on incentives to both operators and their passengers. For example, for tours booked on its City Breaks programme, ICT gives the operator a year's free AA/BRS Fleet Rescue membership, worth up to £300. And its buying power means that passengers are given £5 duty free vouchers on many departures.

ICT also helps with destination USPs, constantly adding new areas to its core of popular destinations. 'Given that many areas take a two-year lead time to eventually catch on, we stick with them for two seasons at least,' said Steve. 'For example, Ireland is now opening up after the former reluctance of the coach holidaymaker.' ICT gives operators an exclusive shell brochure on Ireland to overprint with their own logos.

Queenprint's Peter Gordon: oversees a brochure for Tappins.

Ferry companies like Sealink, P&O and Sally Line now compete with the specialist tour wholesalers in providing inclusive tours - and shell brochures for overprinting. But, if you are organising tours away from the mass market you will need to organise your own brochure.

Larger operators, such as Nottingham-based Skills, produce their own excellent brochures using in-house desk top publishing on a DTP computer. 'It saves us pounds,' said managing director Nigel Skill. 'And I enjoy doing the job myself.' But Skills also has an extensive library of transparencies which it updates every season - and also has the size of operation with a fleet of 55 vehicles to justify such in-house investment.

More probably the smaller fleet operator will approach a specialist brochure design and printing agency to buy in such skills for his tour planning strategy. The best known, Queenprint, not only originates brochure copy but also provides full typesetting, artwork and design facilities. It's able to print both large and small brochure runs - and has years of specialist knowledge.

As well as providing a direct mail facility, if required, for the end product, the brochure is enhanced by its professional approach. For example, it is able to provide transparencies of destinations for brochure illustrations at £15 each, a fraction of the normal commercial cost. 'This might add £200 to total costs,' said Queenprint's Peter Gordon. 'But it is well worth it.'

Brit-Pak UK provides individually-tailored brochures for such operators as Stagecoach's Caledonian Express and Evans Evans Tours. Its service includes design, artwork, printing, embossing, shrinkwrapping and packaging. 'We provide an overall service for coach operators,' said Brit-Pak's Jonathon Bonner. 'We also come up with original ideas, working with operators to make promotional material more effective.'

However, with all the will in the world your investment in promotional material will lack effectiveness if you do not adopt the marketing approach to tour planning. For example, if you are playing it safe as far as tour destinations are concerned your unique selling positions may well be in other areas. Your USP might be the specification of your coaches, whether high-spec continentals or 'tried and tested' British coaches. Or you may have organised a comprehensive local coach feeder network with convenient pick-up points throughout your catchment area.

Effective promotional material is the end result of a long process of tour planning. This involves first identifying both what your customers want or might want - and then tailoring your programme to serve potential demand, taking care to take account of local competition. And given the importance of repeat business, with repeat customers taking an average of 4.2 holidays every year, it is always important to affirm customer satisfaction, inviting complaints as well as praise to get your product right.

Coach holidays represent an important market with total UK sales amounting to £500 million a year, according to Shearings' market research. In 1989 coach tour operators carried 2.5 million passengers, ranking second only to the private car for domestic holidays - and were involved in 60 percent of the inclusive tours market.

Given also that eight percent of all inclusive holidays abroad were coach holidays, 19 percent of short breaks were by coach and that 31 percent of coach clients are social class ABC1 - the answers are 'writ large'. The majority of your year's tours should be more upmarket short breaks geared to the older end of the market.

If you are already operating your own tours, watch the market this year and start getting round your client base to plan for 1992. Suggest new destinations for repeat business and alter your plans according to their reactions. For now is the time to start your tour planning for next year's main season.

USEFUL CONTACTS

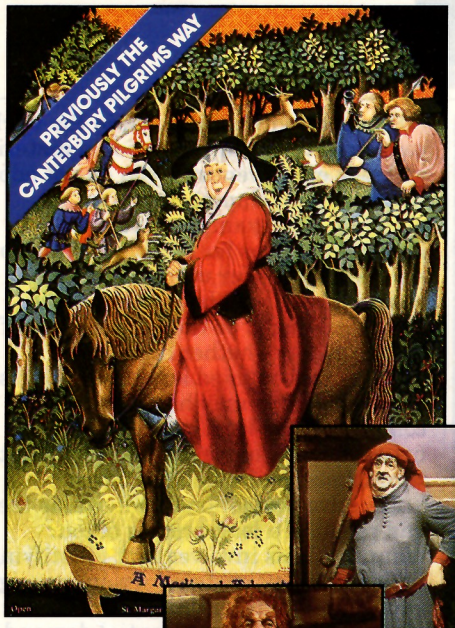
Tour wholesalers:

Maun International
tel: 0623 555621
Aladdin
tel: 0234 713613
Albatross
tel: 0622 754725
The Coach Connection
tel: 0225 448184
ICT
tel: 071 538 4627

Brochure design and printing:

Queenprint
tel: 061 745 7772
Brit-Pak (UK)
tel: 0904 634354

A history of success with the Travel Trade



- The South of England's most exciting visitor attractions
- Assistance in planning your days itinerary
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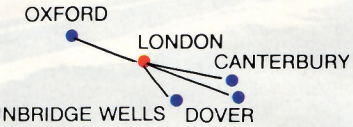
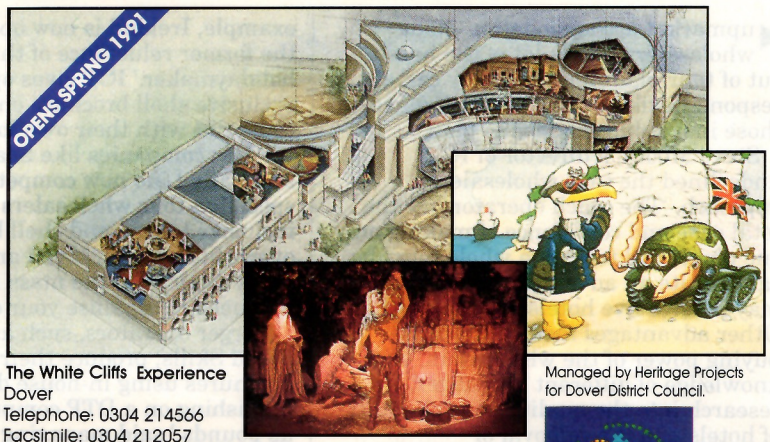


For information on opening times and group admission rates:

THE CANTERBURY TALES

The Canterbury Tales, Canterbury
Telephone: 0227 454888 Facsimile: 0227 765584



The White Cliffs Experience
Dover
Telephone: 0304 214566
Facsimile: 0304 212057

Managed by Heritage Projects for Dover District Council.

the WHITE CLIFFS experience

Managed by Heritage Projects for Tunbridge Wells Borough Council.

a DAY at the WELLS

A Day at The Wells
Royal Tunbridge Wells
Telephone: 0892 546545
Facsimile: 0892 513857

THE OXFORD STORY

The Oxford Story
Oxford
Telephone: 0865 728822
Facsimile: 0865 791716

Information Hotline

Call Sara Thorn on our Information Hotline (0904) 646411 for our 4 attraction Travel Trade packs, including full details of the amazing new White Cliffs Experience.

Heritage

Bringing the Past to Life

Tourism threat from 'government neglect'

TWO of Europe's top travel trade groups have warned that, unless government help is provided, the recession's effects on tourism will be felt long after it ends.

The European Tourism Action Group, ETAG, and the European Travel Commission, ETC, said lack of promotional support from governments, lack of diversity of product and deficient emphasis on quality meant recovery from the recession would be difficult.

At a conference in Luxembourg, the organisations pointed out that tourism employs six percent of Europe's labour force and produces five percent of the gross domestic product, and as such should get the same support from governments as any other industry.

Co-operation between national tourist offices and governments was essential if the long-haul and incentive markets were to recover from the recession before the body-blow of EC fiscal harmonisation brought higher prices to the industry in 1993. Already, Europe's market share of world travel is being seriously undermined, said ETAG.

'European tourism has long suffered from the benign neglect of many governments which have still to recognise the economic and social importance of tourism and travel in modern economies, increasingly dominated by the service sector,' says the organisation.

The only beneficiaries of the long-haul downturn was a boom in short-break business and road travel this year, said ETAG, and there was likely to be a continuing movement towards domestic travel.

A ROUTE which takes in Coventry, Kenilworth, Warwick Castle, Leamington Spa and Stratford makes the classic car Shakespeare Run on September 1 a multi-centre event. With 350 veteran, vintage and classic cars taking part, 10,000 spectators are expected along the road. It's billed as the Midlands' answer to the London to Brighton rally, and last year attracted coverage from the national press. Full details are from Coventry Tourism - which has packages available - on 0203 831289.

Wild life in Norwich

ONE of Norwich's most popular coaching hotels, the Hotel Norwich, is offering tailor-made wildlife tours to coach operators.

Its 'Wild About Norfolk' breaks - selling to individuals at just over £100 for two nights half-board including entry to six attractions - are also on offer to coach groups at a discounted rate, said general manager Peter Rudd.

The area is gifted with dozens of wildlife attractions, including the Otter Trust, Shire Horse Centre, Sea Life Centres, a butterfly park and three farm parks. The Hotel is also offering a year's membership to the Royal Society for the Protection of Birds to couples booking a three-night stay including a Sunday.

Mr Rudd admitted coach business was down this year but said initiatives like the wildlife breaks and next year's 50th anniversary of the wartime stationing of American airmen in Britain - Norfolk was at the heart of the US air effort - were generating good bookings for 1992.

Contact the Hotel Norwich on 0603 787260.

A1 pub builds for coach mealstops

WHITBREAD pub The Chequers at Ranby, just off the A1 southbound near East Retford, has reopened with better facilities for coaches.

The development of a larger dining area in a disused barn means it can now handle large pre-booked groups. The restaurant overlooks the Chesterfield Canal with gardens down to the water's edge.

Coach parking, says the proprietor, is available in a nearby side road. Coach drivers will get the normal concessions, while discounts of 10 percent or more can be negotiated on lunch prices, dependent on timing and size of group.

A roast dinner at individual prices is just £3.95, with starters and sweet at around £1.70 each. Bar snacks are from £3.50.

Details of menus are from John Callan, The Chequers, Tel: 0777 703329.

Periquito job goes to Teddie

PERIQUITO Hotels has appointed highly experienced sales manager Teddie Whitley as the coach operator's contact at newly-acquired Chesford Grange Hotel, Kenilworth.

She will be handling group, conference and incentive business at the 130-bed Warwickshire venue.

ALBATROSS TOURS BIRTHDAY OFFER

Its our birthday and to celebrate six years of service to the coaching market we offer selected winter breaks at prices we would have charged six years ago.

PARIS OFFERS

Good 2 star hotels around the boulevard peripherique, all rooms with private facilities, easy access to the Metro or RER station.

November '91 to February '92

- 2 nights, bed and breakfast
- Return ferry crossing with Sealink Stena Line via Dover.

30	40	45 Paying passengers
£38.35	£37.25	£36.50 per person in twin room

- 1 Night, bed and breakfast
- Return ferry crossing with Sealink Stena Line via Dover.

35	40	45 paying passengers
£24.50	£22.75	£21.95 per person in twin room

A deposit of £100.00 per group is payable with booking.

TO TAKE ADVANTAGE OF ABOVE OFFERS OR CHAT ABOUT OTHER DESTINATIONS AND OFFERS WE HAVE. PLEASE CALL SALLY ON

0622 754725 or 0622 673319

PARIS AND EURODISNEY

We are proud to offer 3 night weekends in Paris with a 2 day pass for Eurodisney and guaranteed entrance to this famous new attraction near Paris.
Based on good 2 star accommodation for the month of **April and May 1992** we offer:

3 nights bed and breakfast
- 2 day pass for Eurodisney
- Return ferry crossing with Sealink Stena Line

Adult price
£114.00 in twin

Child price (Children under 12years sharing a room with 2 adults)
£44.95

Hotels are located within 1 hours driving time of Eurodisney.
Hotel names are confirmed at the time of booking.

SPRING PARIS WEEKENDS

For the months March to May 1992 we offer 2 nights in good quality hotels in Paris.

- 2 nights bed and breakfast
- Return ferry crossing with Sealink Stena Line

£52.85 per person in twin room.

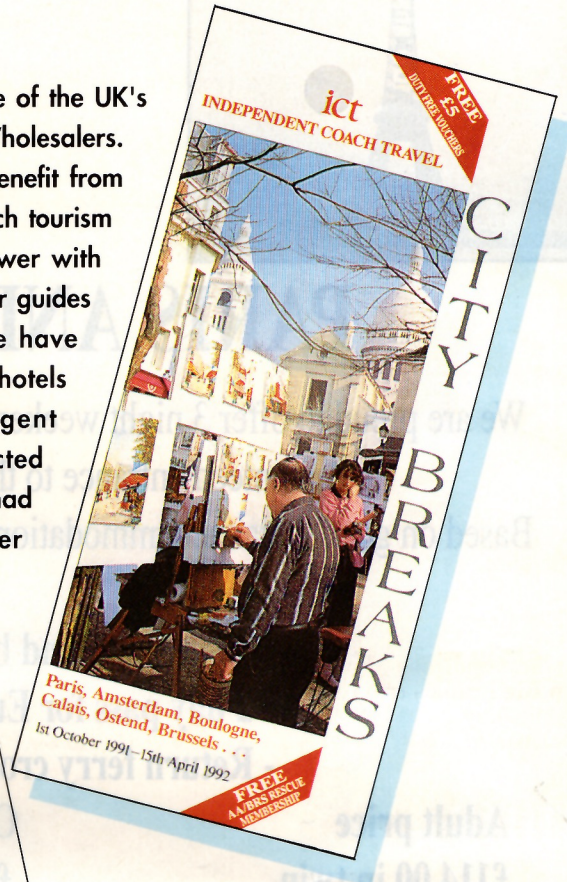
Hotel names are confirmed at the time of booking.

TO TAKE ADVANTAGE OF ABOVE OFFERS OR FOR FURTHER DETAILS FOR EURODISNEY. PLEASE CALL

ict

INDEPENDENT COACH TRAVEL

Independent Coach Travel is one of the UK's largest and well-reputed Tour Wholesalers. When you book with ICT you benefit from our in-depth knowledge of coach tourism and our extensive buying power with hoteliers, ferry operators, tour guides and tourist attractions. We have carefully chosen only the hotels that meet our stringent requirements, and selected only resorts that have had proven popularity over the past few years.


FREE £5 BUTTER VOUCHERS
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INDEPENDENT COACH TRAVEL
CITY BREAKS
Paris, Amsterdam, Boulogne, Calais, Ostend, Brussels . . .
1st October 1991–15th April 1992
FREE AA/RNS RESCUE MEMBERSHIP

For the complete picture, why not give us a call on 071 538 4627 you'll find our service and flexibility absolutely second to none.

When you organise your next tour, or series of tours, don't settle for second best, book with ICT - your clients will enjoy the difference!

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Colmans Wharf
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London E14 6PA

Tel: 071 538 4627 Fax 071 538 8239

Big Frank launches Ultimate

BIG Frank Bruno looked nervous as he launched The Ultimate, Lightwater Valley's giant wooden rollercoaster.

The boxing star plummeted 157 feet during his one and a half mile trip on the biggest ride of its kind in the world - taking the crown from Cincinnati Park's The Beast.

The £5.2 million ride seems set to attract a late-summer rush to Lightwater as eager white knuckle fans get a taste of speeds of up to 100 kmph... though without the loops and corkscrews of more modern rides.

One of the benefits, says Lightwater, is that the riders get a glimpse of Yorkshire while they whistle round, though few will be up there for the scenery. Two 100-foot lifts see to that.

On Big Frank's trip round the track were the children's home winners of competitions organised by Lightwater Valley.

Details of Lightwater Valley are available on 0765 635321, Fax: 0765 635359.

Air museum group rates

COSFORD Aerospace Museum is offering operators group tickets at £2.65, with rates cut to £1.35 for concessionaries.

The RAF museum near Wolverhampton houses some of the rarest exhibits in the UK, including World War Two bombers, prototypes which never reached full production and holders of the world air speed record. A collection of civil aircraft, a rocket and missile display and engine displays complete the picture.

A show, In Defence of the Realm, on August 17 and 18 is expected to draw more than the usual air buffs to the exhibition, while a photographic display runs from August until October 15.

Cosford Aerospace Museum is keen to attract school and educational groups, and can produce work material specific to the type of visitor.

Full details of the Aerospace Museum are by phoning 0902 374112.

Film fans get open-air Robin Hood

FILM buffs will be flocking to the annual London Film Festival this year, not least because August 31 sees the premiere of a newly-restored version of Errol Flynn's The Adventures of Robin Hood.

As Robin Hood mania grips Britain, this 1938 film has been made more vivid than was possible in the early days of colour photography, and will be shown on a special 48-foot wide screen, in open air at the Crystal Palace Bowl to get the full flavour.

It's an event at which fancy dress is being encouraged, and picnics are the order of the day.

Tickets for this and other LFF events - from November 8 to 24 - are from Ticketmaster, Tel: 071 379 4444, or the NFT on 071 928 3232.

Scots sign for British Travel Fair

a future issue EDINBURGH is the first Scots exhibitor to sign up for the British Travel Trade Fair.

The fair is the replacement for Moot and the Welsh Travelpact, and hopes to cover the whole of the UK mainland and Northern Ireland's group tourism in a single show.

Keen to break further into the whole UK market, Edinburgh Marketing says it recognises the role of the new arrangement in providing a marketplace for all mainland and Northern Ireland tourism.

'We want to promote Edinburgh as a destination within the UK, and the British Travel Trade Fair presents the best opportunity for us to reach the domestic group market,' says EM director of marketing Alan Clarke.

Edinburgh's Alan Clarke joins forces with English Tourist Board's Eleanor Muirhead... herself a Scot!

The British Travel Trade Fair is staged at the NEC, Birmingham, on April 1 and 2. It is heavily supported by coach operators, and by *Coachmart*, which will have a stand. Full details and a show preview will appear in a future issue of *Coachmart*.

National Trust events set for all children

THE National Trust's properties are staging a number of late-season events ideal for children... including handicapped groups.

There's everything from stage productions to sponsored mini marathons, many events useful to operators who regularly deal with schools and children's groups. Thanks to NT's wide geographical spread, there is almost certainly an event suitable for a day excursion.

In many cases, the groups will be unaware of these events, so a suggestion from the operator may well pay dividends.

August 20, Hughendon Manor, High Wycombe, Tel: 0494 28051.

Environmental Fun Day, tickets £2.

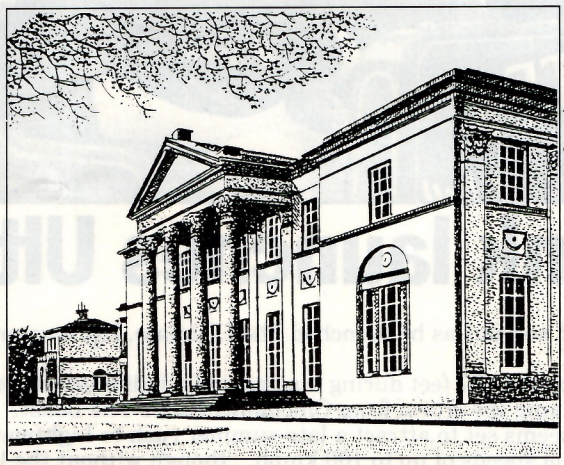
September 14 and 15, Wimpole Hall, Arrington, Royston, Herts, Tel: 0223 207257.

Harvest Weekend (display of harvesting equipment), ticket details on request.

August 20 to 23, Tatton Park, Knutsford, Cheshire, Tel: 0565 54822.

Children's Week (afternoons only), tickets free with one paying adult or organiser.

August 23, Buckland Abbey, Yelverton, Tel: 0822 853607.



Tatton Park: Children's Week organised

Garden Fun Day, normal admission charges.

August 31 to September 7 (evenings), Corfe Castle, Wareham, Tel: 0929 480910.

When Kings Rode to Corfe (pageant), tickets from £5.

September 7, The Vyne, Sherborne St John, Basingstoke, Tel: 0256 881337.

Henry VIII Birthday Celebration (music and fireworks), tickets £3 children, £7 adults.

September 8, Cragside House and Country Park, Morpeth, Tel: 0669 20333.

Cragside Centre Half Marathon, details from above.

August 22, Ickworth, Bury St Edmunds, Tel: 0284 735270.

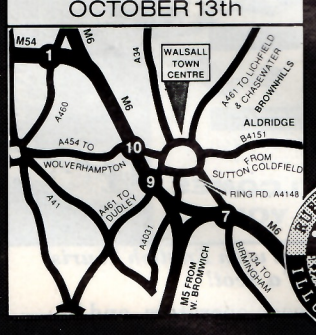
Children's Day, ticket details from above.

1991

Walsall Illuminations

1991 marks the fortieth anniversary of Walsall's famous Illuminations – so this year's displays are going to be the biggest and the best so far!
Popular with visitors of all ages, this picturesque tradition includes a host of new features for 1991, with full support for parties from group discounts to special parking and extended catering facilities.
Make Walsall Illuminations a highlight of your itinerary this year! Write to Walsall Leisure Services, PO Box 42, Walsall, West Midlands, or 'phone our Hotline **0922 653148** for your free information pack.

AUGUST 31st to OCTOBER 13th



THE MIDLANDS' BRIGHTEST AUTUMN EVENING ATTRACTION!

Walsall Leisure for all

WE'VE OVER 500 YEARS OF GOLF HISTORY TO BE DISCOVERED.

Trace the game's history, stroke for stroke, with visual and touch-screen displays. Re-live famous moments and enjoy all the history and atmosphere of the game's 500 years.

The British Golf Museum
Bruce Embankment
St Andrews, Fife KY16 9AB
Telephone: 0334 78880

Call for details of opening times and charges.
Group rates available.

British Golf Museum
St Andrews

Welsh 'Green' centre goes for tour visits

OPERATORS pushing the 'green' nature of coach travel can get the message across by adding the Centre of Alternative Technology, in Powys, Wales, to their venue lists.

Projects at the centre - supported by Prince Charles - have been going on for decades but it is less well known that the centre can accommodate visitors, both on day tours and in residence.

It's 'green' with a capital G, though, and groups staying in the centre's Eco Cabins can look forward to disposing of their own waste while learning how to use renewable resources.

A series of courses has been arranged for the end of the year. They are fairly costly but may well appeal to operators' local 'green' groups. Subjects include green living, blacksmithing and solar energy.

The centre is presently selling shares for the next phase of its development costing at least £1 million. This will include a water-driven cliff railway.

Details of the Centre for Alternative Technology on 0654 702400.

National Trust children's events (cont)

August 20, Stackpole Estate, Stackpole, Dyfed, Tel: 0646 661359.

Stackpole Open Day, details from above.

August 24, Penrhyn Castle, Bangor, Gwynedd, Tel: 0248 353084.

The Archers of Hopedale (archery demonstration), normal admission rate.

Welsh tourists get quality-test questionnaire

TOURISTS in Wales are being asked by the Wales Tourist Board to list their favourite hotel facilities ... in an effort to gauge the board's attempts to upgrade hotel accommodation.

Everything from satellite TV to good food will get the acid test when visitors submit questionnaires after their stay. At the end of it all is the chance of a two-night champagne break at Cwrt Bleddyn Hotel near Usk.

Top hotel will get the Northmace plc Award early next year.

Brit Paks product for incoming

OPERATORS with significant incoming tourist trade could cash in on information packs distributed to its passengers.

Brit Pak UK produces a basic package of Union Jacked items such as pencil, sharpener, ruler, notepad, badges, eraser, and can then add into the pack any leaflets and travel information required by the operator.

The usual package would include tourism maps and destination-specific material but Brit Pak points out that operators could also add in their own excursion itinerary. Trade price depends on quantity, but in low quantities is £1.99 per pack.

Full details of Brit Paks from Jonathon Bonner at 61 Huntingdon Road, York YO3 7RL, Tel: 0904 651181, Fax: 0904 613696.

SEE THE FILMS - NOW LIVE THE LEGEND

Enjoy medieval mystery and traditional countryside with themes including :

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Public interest has never been higher. To find out more on Robin Hood themes and itineries contact Karen Boston on (0602) 824215, Nottinghamshire County Council, Trent Bridge House, Fox Road, West Bridgford, Nottingham, NG2 6BJ.

Nottinghamshire County Council
Leisure Services

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IN LIVERPOOL THE BIRTHPLACE OF THE BEATLES

The Beatles Story is a walk through experience with 18 features capturing the sights, sounds and even the smells of the swingin 60s. Take a trip to Hamburg, feel the Cavern Beat, tune into Flower Power and try your Beatle knowledge on our computer.

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OPEN 8 DAYS A WEEK!

Britannia Pavillion, Albert Dock, Liverpool

Tel. 051 709 1963

Guide Friday discount for coach operators

OPEN-top sightseeing bus specialist Guide Friday is cutting up to 25 percent off its fares for groups booked by fellow operators.

The rapidly-expanding tourist bus group now operates in a dozen major towns and cities in the UK, and has even expanded to Seville, in Spain. This year's carryings are expected to exceed a million tourists.

Guide Friday says its main attraction has been the 'all-day rover' nature of tickets sold, enabling passengers to use the buses not only as a tour vehicle but also as practical transport around such cities as London, Bath, Windsor and York. Bus frequencies of 15 minutes prevent a long wait during summer, while built-in attraction discounts are another draw.

Tickets cost between £2.50 and £5. Around half venues used are summer-only but many cities have a reduced winter service.

Operators stuck for foreign language guides and parking should also contact Guide Friday. Both are available if pre-booked, depending on availability. Fuelling, repairs and breakdown can also be dealt with.

Details of Guide Friday services from Guide Friday Ltd, Stratford Centre of Tourism, The Civic Hall, 14 Rother Street, Stratford upon Avon, Tel: 0789 294466, Fax: 0789

Greatdays launches imaginative 1992 brochure

GREATDAYS has just finished compiling its 1992 price list which takes in most near-European destinations together with some imaginative UK itineraries.

Great Little Trains of Wales, Crafts of England, Mersey Memories and a trip to the Chinese New Year Celebrations in London are among the many UK trips. A two-night visit to Southampton with visist to HMS Victory and the D-Day Museum comes out at £61.50 upwards, for instance.

The Ebbw Vale Garden Festival is on the books, with two nights DBB from £59.50. Five nights HB in Tralee taking in the Ring of Kerry is priced at £150 upwards.

Copies of the Greatdays brochure are available on 061 928 9966, Fax: 061 928 8226.

P & O ferries aid gift

THE POOR of a town Romania could be among the best-dressed in their country following a £43,000 donation of clothes from P & O European Ferries.

The ferry company was left with 4,000 new cotton blouses, shirts, dresses, skirts, waistcoats and trousers following a change of uniform this year. They didn't want another UK company to end up resplendent in the recognisable P & O colours, so sent them out to projects in Romania.

Kent-based Romanian Orphanage Appeal have taken on the task of distributing the clothes to the orphanages and hospital in Lugoj.

'We are overwhelmed by this donation from P & O,' said the appeal's chairman Stevie Horton. 'Things have not changed much in Romania and we would ask the British public not to forget its people.'

Donations can be made into Nat West account 01000 46256, sort code 51 70 55.

Big show is a smash hit with the Home Counties

OPERATORS in the Home Counties looking for a last-gasp excursion venue on August 25 and 26 Bank Holiday could take a look at the Edenbridge and Oxted Agricultural Show, which last year attracted 35,000 visitors.

The event is very much a country show, with craft displays, showjumping, a food hall and floral displays as well as the usual farming displays and competitions within its 110 acres.

The main ring of the show will host falconry, a classic car parade and tug-o-war, and young mothers are provided for by Cow and Gate's Baby Centre, where nappy changing facilities and the like are installed.

Opening at 0830 hrs, admission to the show is £4 adults, £1 children and OAPs for pre-booked, pre-paid visits. Coach parking is available

Details from Jackie Shearman, Show Secretary, Oakley Farm, Bletchingley Road, Merstham, Surrey RH1 3QN, Tel: 0737 645 843 or 0831 350704.

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Queens Moat Houses

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★ Coach parking.
★ Drivers and Couriers free.
★ Ideal mealstops. Perfect to break your journey.

For reservations and further information:

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Europe's Leading Animal Charity

*Many types of animals to see
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(17873/CWL)

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★ Tea making facilities in all rooms
★ Entertainment several nights a week
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★ Lift to all floors

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● 30 bedrooms, some en suite
● Excellent location, 6 mins from town, 50yds from beach, on level ground
● Licensed bar ● Dance floor
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TV with Satellite Channel in all rooms and tea/coffee making facilities.
PRICES £75-£122
Full English breakfast and four course dinner
● ***COACH DRIVER STAYS FREE***
0637 873295
Now taking bookings for 1992
(20300/CWL)

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EXCELLENT VALUE IN SOUTH-WEST SCOTLAND

Less than ½ hour drive from the border and the main A74, our hotels offer an ideal stopover point.

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AA★★★ Dumfries RAC★★★
Tel. (0387) 54316
32 en suite bedrooms

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AA★★ Annan RAC★★
Tel. (046120) 2024
24 en suite bedrooms

Both hotels offer tea and coffee making facilities, colour TV, radio and telephone. ★ Full central heating. Accommodating one coach per night we guarantee you maximum attention

(20289/CWL)

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EXPLORE THE DELIGHTFUL COUNTRYSIDE OF NORFOLK & SUFFOLK

While staying in our luxurious hotel. ★ We offer friendly and courteous service with bedrooms en suite, tea/coffee facilities, dial direct telephones, radio and colour satellite TV. ★ Excellent cuisine.

SPECIAL OFFERS FOR OCT/NOV/DEC 1991
Starting from £15.00 per person ½ board
Also we cater for lunches, afternoon teas and also high teas.
Booking now for 1992
Tel. (0493) 852427/843228

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(19952/CWL)

GREAT YARMOUTH

★ NOW AVAILABLE IN ★
★ GREAT YARMOUTH ★
August, September, October.
With 27 bedrooms (10 en suite), Full central heating, excellent home cooking, adjacent to promenade, close to Britannia Pier and all amenities.
Coach parking in own grounds.
Bar lounge/dance floor, two lounges with colour TV, one *NO SMOKING.*
Don't delay phone today.
Tel. 0493 843870
Now taking bookings for 1992.

St Claire Hotel (20296/CWL)

LEWES

PULL IN AT THE BLUE BELL INN

Open 8am-12.30pm

Bed, breakfast and evening meals, snacks, sandwiches. We cater for your every requirement in fast food
★ Restaurant & Bar
★ Children welcome (adventure playground)
★ Large gardens with beautiful surroundings
★ Within easy access to an assortment of attractions in surrounding areas

Situated at the top of Broyle on the B2192 between Hallard and Ringmer, Nr Lewes. Ample coach parking. Ring now.
Tel. (0825) 840315

(19912/CWL)

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FIRCROFT & BURLINGTON HOTELS
OWLS ROAD, BOURNEMOUTH, BH5 1AE.

★ Parking for coach ★ All rooms ensuite, col TV, tea mkg. ★ Choice of menus ★ Large ballrooms ★ Indoor pool, Jacuzzi, Sauna ★ Sports centre (9am-6pm) ★ 3 full size snooker tables ★ many sea view rooms (Burlington) ★ Entertainment ★ Out of season 3/4/5/ day breaks ★ Close to sea & shops! ★ 1 child FREE

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COACHES WELCOME

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Warm, friendly, comfortable, good food, choice menu, nightly entertainment.
All bedrooms with tea, coffee making facilities, Sky TV. Most with private bathrooms.

HALF BOARD SEPT 21st-27th 6 NIGHTS **£100** + VAT
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Telephone Tenby (0834) 2377 ask for Malcolm Thomas

1992 June/July & Sept 6/7 Nights £19 + VAT pppn

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We offer a reliable and efficient service for Coach Tour Operators.
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Available for approx 40 guests. Mostly en suite with tea/coffee facilities, near to beaches and town centre, fine English cooking, TV lounge, bar, outdoor heated pool and sauna.
★ **Some weeks now** ★
Available for 1991
For **small** or larger groups and parties
Tariff rates available
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NEW MEAL STOP!!!

for coaches touring the Wye Valley and Forest of Dean,
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Hotel accommodation **91/92**
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RAC ★★ AA ★★

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(Licensed)

This beautiful south facing hotel has all the makings of a happy holiday with a large sun terrace and commanding view over the bay and mountains, whilst enjoying being only 3 minutes to the beach, town and all amenities.
The hotel has 32 bedrooms, most en suite, and some sea views. Excellent cuisine, entertainment most nights with service second to none.
Now taking bookings for next year's dates and also Winter 1991
For further details tel. (0492) 876277

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★ Superb seafront position
★ Sun Verandah with beautiful views of the 'Ormes' & mountain scenery
★ Two minutes Pier, principal entertainment and shops
★ Central heating throughout ★ Residents bar ★ Lift ★ TV lounge
★ Varied menus ★ All rooms en suite (incl 13 single rooms)
★ Tea/coffee making facilities & TV in all bedrooms
★ Hotel completely refurbished
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TARIFF NOW AVAILABLE FOR 1992
Joan & Alan Giblin
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(20260/CWL)

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QUEENS HOTEL
49 SCARBOROUGH AVENUE, SKEGNESS

Mrs Sylvia Gordon would like to welcome coach parties to the Queens Hotel situated just off the sea front.
★ 28 bedrooms, many en suite ★ Tea making facilities all rooms ★ TV lounge ★ Very large dining room ★ Licensed bar ★ Entertainment ★ Excellent atmosphere ★ Wide varied menu (5 courses evening meal)
40 or over driver stays free. 50 or over 1 extra stays free.
Open all year round. 4 day Christmas House Party. And try our New Year Party. 3 full days fun, food, festivites

(20574/CWL)

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BOOK YOUR 1992 HOLIDAY NOW TEL. 0754 2073

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NEWQUAY

PARADISE BEACH HOTEL
Watergate Bay, TR8 4AB

A family run hotel 200 yards from beach. Newquay approx 3½ miles. 21 en suite rooms with col. TV, tmkrs, hairdryer, telephone, CH, sauna, solarium, games room, lic. bar, dance floor, laundry room, choice of menu, entertainment.
AVAILABILITY FOR SEPTEMBER, OCTOBER, NOVEMBER and **CHRISTMAS. ALSO** taking bookings for **1992.**

Contact: Ann Thomas on
(0637) 860273

(20164/CWL)

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We welcome parties large or small to the Clarendon Hotel

★ All rooms en suite with colour TV, radio, trouser press, dial direct telephone.
★ Lift to all floors.
★ 2 Bars and licenced Restaurant
★ Bar Snacks and High Teas
Very competitive rates
Conveniently situated for **Blackpool Illuminations or the Lake District.**
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Copy deadline: 1pm Tuesday for Thursday's issue. **Cancellation deadline:** 11am Tuesday.

OPERATOR TO OPERATOR

JAN – DEC 1992

Tony Goss Travel are inviting coach operators to quote for whole/part of next year's tours amounting to 40-60 tours of 5-10 days duration to Belgium, Holland, Switzerland, Austria, Italy and Germany – Brochure/Private Groups.

Operators of VOLVO or SCANIA COACHES not more than 3 years old, with reclining seats, tea/coffee machines, toilets. Preference given to operators whose vehicles have ABS or Telma fitted.

Apply to Tony Goss Travel (Est 1975), 3 Somerset Place, Totnes, Devon TQ9 5AX for quotation forms – all applications replied to.

(20151/OP)

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BARGAIN BUS

1978 BRISTOL LHS

35 seater coach, Plaxton Supreme, good condition, power door, MoT March '92.

£6,000

Tel. (0329) 284005

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LEYLAND ATLANTEAN, 70 seater, long MoT, choice of three. **£2,750 + VAT each**

Driver training vehicle, Leyland PD II, manual, Class IV, MoT. **£2,500 + VAT.**

RENNIES OF DUNFERMLINE

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1985 (C) YNT 500 TURBO PARAMOUNT II

53 seats, 12 months MoT, speed limiter, excellent condition.

£28,500 + VAT

Taylor's Reliance Coaches
Near Hitchin
Tel. (0462) 813262

(20521/BE)

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AEC RELIANCE 505 PLAXTON ELITE

26 seats, tables, toilet, bar. Must be cleanest Elite in the Country. Low mileage, new MoT.

Call Michael Bedwell, 0491 680354 for appointment to view.

£5,000 + VAT ono

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C REG BEDFORD YMP

Turbo/Maxeta body, 35 seats, 9 standees plus pram pen. MoT Dec '91, Allison Auto.

£17,500 + VAT

This vehicle has been well maintained, in daily use and owned by us since new.

Please contact Hutchison's Coaches, Overtown, Wishaw. Tel. (0698) 372132

(20605/BE)

1979 V REG
BEDFORD YMT DOMINANT II

53 seats, Telma Retarder, pod, Bristol Dome, autolube, MoT April 1992, recently repanelled and re-painted.

1979 V REG
BEDFORD YLQ DOMINANT II

MoT November 1991, 45 seats, autolube, Bristol Dome.

Tel: 04884 438 or 0488 57107 evenings

(20528/BE)

1978

BEDFORD SUPREME YLQ 500

45 seater coach, taxed and MoT'd July 1992. Well maintained.

£5,000 + VAT ono

Tel: 0207 560241

(20587/BE)

BEDFORD PJK, 29 seater, MoT November 1991, well maintained sheets available, in use every day, surplus to requirements, good value at **£2,500 + VAT. Tel. 0290 21900.**

(20626/BE)

BEDFORD 1974 DUPLE DOMINANT. 29 seater, MoT December 1991. Reliable vehicle, reasonable condition. **£1,250 + VAT. Tel. 0942 873599 (Atherton, near Manchester).**

(20631/BE)

BEDFORD DOMINANT IV, tinted and double glazed windows, recon turbo engine, X reg, 51 seats, 12 months test. **£8,500 ono + VAT. Tel. 0328 710589.** (20642/BE)

1975 BEDFORD NJM Dominant, 41 seats, 12 months MoT. **£2,250 ono + VAT. 1978 BEDFORD YMT,** Dominant II, 53 seats, MoT March 1992. **£5,250 ono + VAT.** Both vehicles in very good condition. **Tel. 0493 720312 (Norfolk).**

(20584/BE)

BARGAIN: BEDFORD TURBO, 1981, Dominant III, 53 seater, all white, test January 1992, tax until November, very good condition. **Reduced for quick sale £8,850 + VAT** or part exchange for 16-24 seat Minibus. **Tel. 091 414 1378 (Tyneside).** (20640/BE)

DAF

DAF SB 2300 TURBO INTERCOOLISS JONCKHEERE PS99 1984

Tested 1yr 51R + Courier. Carpet, curtains, radio, PA, TV, coffee machine, toilet, phone, etc. Recon engine, new clutch, brakes and more. Very good tyres, very good worker.

£38,850 + VAT –

Part Exchange Considered

0786 814319

(20520/DAF

DOUBLE DECKERS

BRISTOL VRT

ALL 74 SEATS

1980, MoT 11/91	£5,700
1979, MoT 6/92	£5,400
1978, MoT 3/92	£4,900
1976, MoT 6/92	£4,800
Others available without MoT	£1,800

Contact Steve Ellis
0782 744744 Stoke-on-Trent

PMT

(20637/DD)

BRISTOL

1973 BRISTOL RE, 49 seater, single deck bus, Gardner engine, tested until August, in service 6 days a week. **£3,500 ono. Tel. 0706 525885/76362.**

(20630/BR)

1974 LH EASTERN COUNTIES 50 seater bus, MoT March 1992. **£3,000 + VAT. Tel. 0798 873233.** (20604/BR)

DAF

1982 DAF PLAXTON MB200

51 R, curtains, tinted windows, courier seat, good condition, MoT April '92.

£22,000 + VAT

Tel: 0279 435890

(20523/DAF)

1985

DAF SB2300 PLAXTON PARAMOUNT 3500

4 Star, MoT May 1992, white/blue, speed limiter fitted, very good condition.

£40,000 + VAT

Part exchange B58 or Leyland Plaxton (78/80)

Further details contact

COTSWOLD COURIER SERVICES

0242 233533

(20147/DAF)

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FOR INDUSTRY NEWS. ONLY 86p PER WEEK

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FOR SALE

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EASTWOODS COMMERCIAL MOTORS LTD.
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BARGAIN: FORD PLAXTON, 1977, 53 seater, tested December 1991, taxed, very reliable, seats retrimmed, power door. **Reduced for quick sale £3,250 + VAT** or part exchange for Minicoach. **Tel. 091 414 1378 (Tyneside).** (20641/FO)

IVECO

1986 IVECO ELMA, 16 seater minicoach, brown, high back seats, yellow/orange/brown exterior, recon engine recently fitted, radio, MoT 8/5/92. **£7,500 + VAT. SMITHS of BUNTINGFORD 0763 71516.** (20854/IV)

LEYLAND

CHOICE OF LEYLAND COACHES

1974 PLAXTON. 53 seats, test Nov '91, recent engine, g/box, axle **£4,500**

1977 PLAXTON MK IV. 53 seats, express, test April '92 ..... **£7,000**

1978 DUPLE. 53 seats, test Dec '91 ..... **£8,500**

All with power door. Power steering. Semi Auto

All subject to VAT
14 or 21 seater taken in p/x

Tel. (0785) 211433 (Stafford) (20614/LE)

1983 LEYLAND TIGER

Duple Laser, 49 recliners, demountable toilet, MoT Jan '92.

£19,750 + VAT

Les Bywater & Sons (Rochdale)

Tel. 0706 48573 (20625/LE)

1989

LEYLAND LYNX

New MoT, 49 seats, part exchange considered.

£57,000 + VAT

Tel: 0223 870220 (20856/LE)

LEYLAND LEOPARDS from 1972-82, semi autos, various bodies, from **£3,950 + VAT.** All in current use. **LEYLAND NATIONALS,** 1974-78, all in current use, from **£3,950 + VAT.** For full details **call Jim on 0827 898111.** (20484/LE)

LEYLAND

1982 LEYLAND CUB DUPLE DOMINANT, 31 seater service bus, 7ft 6in wide, low mileage, new test. **£7,250 + VAT. Tel. 069887 242 days or 289/264 eves and weekends.** (20480/LEY)

1979 LEYLAND LEOPARD, 48 seat Plaxton Supreme, MoT 5/92, **£8,000 + VAT. Tel. IOW (0983) 522456, ext 239.** (20579/LE)

2 – 1980/81 LEYLAND LEOPARD, 53 seat Plaxton Supreme, MoT 11/91, 2/92, **£11,500 + VAT each. Tel. IOW (0983) 522456, ext 239.** (20578/LE)

1982 LEYLAND LEOPARD, ECW 49 seats, MoT 4/92. **£12,000 + VAT. IOW 0983 522456, ext 239.** (20577/LE)

1982 LEYLAND TIGER PLAXTON. 57 seats, semi auto, MoT April 1992, excellent. **£21,000. 1980** LEYLAND LEOPARD PLAXTON EXPRESS. 53 seats, semi auto, MoT March 1992, excellent. **£12,000. Tel. Cottrells Coaches on 0594 542224.** (20506/LE)

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EXECUTIVE MERCEDES 811D

August '88, 24-30 seats. Tables with lamps, toilet/washroom, bar, water boiler, forced air/reading lights. TV/video, PA system, telephone, radio/cassette, power door, large boot, full maintenance history. Available 31.7.91.

£29,500 ono

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MERCEDES 0303, full executive hospitality coach with air conditioning, rear lounge, 7 tables, video, toilet, washroom, bar and servery area. Fully carpeted, used on top class work. **£35,000 + VAT. Tel. 0628 70257.** (20514/ME)

1986 608D, 25 seater, D reg Mercedes.

1988 507D, 20 seater, E reg, 2 tables.

Both in very clean condition and priced to sell.

£10,000 + VAT each

Tel. 0827 310770 (20638/ME)

1987 MERCEDES, 26 seats, 609D, luxury interior, excellent condition, MoT September 1992. **£15,950 + VAT. Tel. 0383 830900 (Fife).** (20627/ME)

1983 MERCEDES 608D, 21 seat recliners, twin tanks, excellent inside, radio, MoT August 1992, good vehicle. **£10,500 + VAT. Tel. 0256 397270.** (20575/ME)

MCW

1987 (MAY)

MCW METRORIDER

25 coach seats, Cummins 6B, ZF 5-speed, 1 owner.

£19,500 + VAT

ROBINSON, KIMBOLTON

0480 860581 (20586/MCW)

MERCEDES

1989

MERCEDES 609D

Reeves conversion, 24 coach seats, boot, power door, plain white, excellent condition.

£20,000 + VAT

Tel: 0636 708193 (20481/MER)

NEOPLAN

CITYLINER August 1983. Private plate Mercedes V8, 51/53 recliners, full executive, MoT May 1992, colour white with yellow, blue and red stripes, vgc. **£42,000 + VAT. Tel. 051 724 5727.** (20516/NE)

1984 JETLINER, Merc engine, 49 recliners, full exec. **£31,000.** Contact Andy, **061 480 0617 or 0831 267566.** (20613/NE)

SCANIA

1988 K112 – VAN HOOL SUPER HIGH, 49 recliners, full exec. **£71,000.** Contact Andy, **061 480 0617 or 0831 267566.** (20612/SC)

VOLVO

1984 VAN HOOL VOLVO, low driver, TV/video, coffee machine, fridge, bunk, double glazed, Webasto, air conditioning, window blinds, test March '92.

1987 VAN HOOL VOLVO, super high, TV/video, coffee machine, fridge, bunk, curtains, test Jan '92.

Tel. 091 3780653 (20489/VO)

1987 B10M PLAXTON 3500

49/53 recliners, plus courier seat, wired for TV/video, centre sunken demountable toilet, PA/radio/cassette.

£60,500 + VAT

Tel. 0294 505454 (20494/VO)

1989 B10M PLAXTON 3500

49/53 recliners, plus courier seat, wired for TV/video, centre sunken demountable toilet, PA/radio/cassette.

£75,000 + VAT

Tel: 0294 605454 (20495/VO)

1985 VOLVO B58 DUPLE

53 seater, test till April '92, sale due to standardisation to Leopards. Reluctant sale. Presently in use.

£6,500 + VAT ono

Tel. 021 327 0629 (20592/VO)

1983 B10M Plaxton Paramount 3500

50 reclining seats + courier, Telma, double glazed, pa/radio/tape, full service history from new.

Choice of two
Tel. Epsom Coaches on Epsom
(0372) 725252 (20632/VO)

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1988	DAF 2300/Duple 340, WC, TV/Video, Radio/PA	53	£62,500
1988	Duple 425, Db/Glaz, Telma, Econocruise, WC, Kitchen	53	£69,000
1988	Bedford/Duple, Radio/PA	57	£50,000
1987	DAF/Caetano 11.6, Radio/PA	53	£65,000
1985	Neoplan/Skyliner, TV/Video, WC, Kitchen	77	£68,000
Setras			
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1989	S 210 H (Real), WC/Kitchen, Retarder, ABS Many extras	28	£78,000
1988	S 215 HRI (Rational), WC/Kitchen, Retarder, ABS	49/53	£92,000
1983	S 215 HD (Optimal), WC/Kitchen, Driver's bunk TV/Video, Retarder, Many extras (warranty)	49	£59,000
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1986 CAETANO, 19 seater.

1986 MERCEDES, 21 seats, new MoT.

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IVECO DAILY, 12 seat minibus. Coach spec, reclining seats, roof vent, additional heater, PSV tested till 30th April '92. Also **Ford Transit** 12 seat minibus, MoT 29th Nov '91, **£3,500 + VAT for both or will separate. Tel. (0703) 663626 (Southampton).** (20580/MB)

1988 FORD TRANSIT 190, extended LWB. 16 seater, diesel, high roof, high back seats, racks, power door, MoT May 1992, excellent condition. **£10,950 + VAT. Tel. 0383 830900 (Fife).** (20628/MB)

1989 MAZDA E2000, 13 seater, PSV, tested until April 1992, forward facing cloth seats, exterior white, very good condition. **£4,995 + VAT. Tel. 0305 421106.** (20456/MB)

1982 X REG MERCEDES 308, petrol, 12 high back seats, high roof, curtains, luggage racks, radio/cassette, good condition for year, MoT March 1992. **£2,800 + VAT. Tel. 0908 510382.** (20543/MB)

1990 (F REG) FORD TRANSIT PSV Deansgate conversion, 2.5 diesel, 12 months t&t, 15 seater. **£9,999 + VAT.** First to see will buy. **Tel. 0977 674452.** (20526/MB)

1979 AEC, 53 seats, Plaxton, power door, **choice of two,** one with new seats, both with long MoTs, one **£7,500.** One **£8,500.**

1979 LEYLAND LEOPARD Plaxton, 53 seats, MoT May 1992, power door, semi auto box. **£9,500.**

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1949 BEDFORD, OB, 29 seats, MoT until April 1992. **OFFERS INVITED** for this fully registered vehicle.

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(20598/UN)

1990 DAF SB3000 CAETANO ALGARVE, 3.55M, 50 reclining seats plus courier, Blaupunkt radio, pa, cassette and video equipment, toilet, water boiler, MoT April 1992, low mileage. **£67,500**

1985 BOVA FUTURA, 49 recliners + courier, 2 TV video, water boiler, Webasto, MoT October 1991, private plate. **£35,500**

1984 BOVA FUTURA, 49 recliners plus courier, 2 16in TVs, video, toilet, Webasto, water boiler, fridge, curtains, carpets, new windscreen, driver's bunk, MoT June 1992. **£35,000**

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1989 'F' Dennis Javelin Duple 320, 57 seater. Choice of two.

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1988 'E' Neoplan Skyliner, 75 seater. Choice of nine.

1988 'E' Volvo B10M Van Hool Alizee H, 49/53 Exec.

1987 'PP' Van Hool Astromega, 75 seater.

1986 'C' Neoplan/Gardner Plaxton 400RS, 71 seater. Choice of 3.

1986 'C' Volvo B10MT Tri-Axle Jonckheere, 57/59 seater.

1986 'C' DAF SB3000 Plaxton 3500, Low Driver, 49/53 seater.

1986 'D' DAF MB 230 Plaxton 3500, 51 seater, toilet etc.

1985 'B' DAF MB 200 DKVL Duple Caribbean II, 49 seater, toilet.

1984 'B' Leyland Tiger 245 Duple Laser, 57 seater.

1984 'A' Volvo B10M Van Hool Astral, 57 seater.

1984 'A' Volvo B10M Van Hool Alizee, 49/53 seater.

1984 'A' Volvo B10M Jonckheere P599, 51 seater, toilet.

1983 'Y' Leyland Tiger 245 Plaxton 3200 Express, 53 seater.

1983 'Y' Bova Europa, 49 seater, toilet etc.

1982 'X' Volvo Van Hool Alizee, 48 seater, toilet etc.

1982 'X' DAF MB200 Plaxton Elite, 57 seater.

1980 'PP' Volvo B58 Plaxton, 50 recliners, toilet.

1979 'T' Bedford YMT Plaxton Exp, 53 seater.

1977 'PP' Volvo B58 Caetano, 53 seater.

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1986 'D' MAN G.C. Smith "Whippet", 27 seater.

1986 'C' Mercedes 608D, 23 seater, Whittaker.

1983 'Y' Mercedes 307D, 12 seater.

1982 'X' Mercedes 508D, 21 seater, Reeves Burgess.

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1987 MERCEDES 609D, 21 seats, fitted chair lift. **£16,000**

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1981 FORD R1114, 51/53 reclining seats, recent new engine, MoT October 1991. **£5,000.**

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NEW TOYOTA OPTIMO II GL, as above, with 18 reclining seats, immediate delivery.

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1985 (C) MERCEDES 608D Ensor, 21 Vogel seats, coach back end, new MoT applied for, very clean, one owner. **£12,500**

1984 BEDFORD YNT 500 TURBO, 6 speed ZF Duple Laser (53), power door, radio & PA, speed limiter, very clean, MoT April '92. **£22,500.**

1980 (W) BEDFORD CF DIESEL PLAXTON MINI SUPREME, 17 seater, MoT 9/91. **£3,850.**

1979 FORD R1114 DUPLE DOMINANT II, 53 new seats, MoT June 1992, all white. **£5,950**

1985 BEDFORD TL, 24 ton tractor unit, 500 turbo engine as YNT/YNV. **£1,700**

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(20609/UN)

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1988 (F) MERCEDES 609D, Minicoach, 26 seats, power door, Scotts luxury conversion, power door, MoT Dec '91.

1986 (D) CAETANO IVECO, 24 seats bus, manual, Telma retarder, choice of 2. Two new MoTs.

1986 (C) FORD TRANSIT, 16 seater, luxury mini coach, MoT March 1992.

1986 (C) FORD TRANSIT, 16 seater mini coach, power door, MoT March 1992.

1985 (B) LEYLAND TIGER CUB DUPLE DOMINANT, 27 coach seats, Allison auto, luggage pen, power door, choice of two, new MoTs.

1984 DAF JONCKHEERE, 49 seats, toilet, TV, video, MoT March 1992.

1983 DAF JONCKHEERE, 49 seats, toilet, TV, video, MoT March 1992.

1984 PRIVATE PLATE DAF SBR 2300 JONCKHEERE, 3 axle, 71 seats, toilet, TV, video, MoT May 1991.

1983 (Y) LEYLAND TIGER 245 Plaxton Paramount 3200, 52 seats, semi auto, express doors, tinted windows, choice of two, MoT April '92.

1983 (Y) VOLVO B10M DUPLE DOMINANT IV. 12 mtr, 53 seats, radio, PA, new MoT.

1981 (W) BOVA EUROPA, 53 seats, courier seat, radio/PA, MoT Dec '91.

1978 (T) LEYLAND NATIONAL. 49 seats, 22 standees, choice of 2. Long MoTs.

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1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. New test.
1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance.
1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test expired.
1976 BRISTOL VRT SL3, Gardner 180 engine, ECW body, 74 seats, long test.

CHEAP DOUBLE DECKERS

3 X 1972 LEYLAND ATLANTEANS, 78 seats, Alexander bodies. Tests expired.
2 X 1977 BRISTOL VRT SL3, Gardner 180 engines, Northern Counties bodies, 74 seats. Tests expired.

COACHES

1979 LEYLAND LEOPARD, Plaxton Supreme body, 53 seats, newly painted in white.
1977 LEYLAND LEOPARD, Plaxton Supreme body, 53 seats. Test 18-10-91. **£6,750.**
1979 BEDFORD YMT, Plaxton Supreme 4 body, 53 new retrimmed seats. Repainted.
3 X 1986 MCW METROLINERS. Executive spec, Cummins L10 engines and servery (single deck coaches). **£30,000.** Long tests.
2 X 1985 MCW METROLINERS. Cummins L10 engine with toilet, single deck coaches. Long tests.
1984 MCW METROLINER. Cummins L10 engine, 51 reclining seats, single deck coach. Long test.
1984 MCW HIGH[illegible] SOLD ummins L10 engine, 69 reclining seats, test Decem[illegible] 91.
1984 ROYAL TIGER DOYEN, long test, very good condition, semi-auto.

COLLECTOR'S ITEMS

LEYLAND E39 engine and gearbox.
BRISTOL AVW engine and box.
1965 ROUTEMASTER, 64 seats.
1963 ROUTEMASTER, 64 seats. Test expired.
RT and ROUTEMASTER spares.

1976 VOLVO AILS[illegible] SOLD ats, Alexander body, power steering, single en[illegible]ance.
1976 VOLVO AILSA [illegible] SOLD ts, Alexander body, power steering, single en[illegible]ce.
1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance.
1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance.
1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance.
1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance.
1975 LEYLAND ATLANTEAN, Northern Counties body, 75 seats, power steering. Test expired.
1975 LEYLAND ATLANTEAN, Northern Counties body, 75 seats, power steering. Test expired.
1975 LEYLAND ATLANTEAN, Northern Counties body, 75 seats, power steering.
1976 LEYLAND ATLANTEAN, Northern Counties body, 75 seats, power steering. Test expired.
1976 LEYLAND ATLANTEAN, ECW body, 74 seats, power steering. Test expired.

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PRICES FROM £3,000.
1976 10.3M LEYLAND NATIONAL. 41 seats.
1978 11.3M LEYLAND NATIONAL. 49 seats.
1973 11.3M LEYLAND NATIONAL. Long test. 49 seats.
1979 11.3M LEYLAND NATIONAL, 49 seats.

1980 LEYLAND NATI[illegible] SOLD **MK II. Leyland 680 engin[illegible]nuary '92.**

2 RECONDITIONED LEYLAND 510 TURBO ENGINES, BRISTOL VR APPLICATION

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90 TRANSIT 15 side door, PSV, diesel.
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89 (G) TRANSIT, 16, power door, coach seats.
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86 OPTARE CUB, auto, 33 p/door & standees.
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85 (B) MERCEDES 307, 12 seater, PSV, new test.
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85 TALBOT, 12, PSV, petrol.
85 TRANSIT 16 Di coach seats, tested.
85 RENAULT TRAFIC, 12 seats, petrol.
84 MERCEDES 608, 19 PSV, tested.
84 DAF JONCKHEERE MB200, Exec 49 + video.
83 DODGE R BURGESS, diesel, auto, 17 F door.
82 VOLVO B10 GOLDLINER, large windows, recliners, testing.
82 TRANSIT, 12 LWB, PSV, petrol, O/D. £1,000.
82 TRANSIT, 12 diesel, PSV, LWB, tested.
81 DAF 200 Exec, 48 + TV, Alpha, new test. Offers
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81 VOLVO B58, 53 large seats, Duple II.
81 DAF JONCKHEERE 2300, Exec, toilet.
80 (W) VOLVO PLAXTON, 53, 11 mtr, testing.
80 LEYLAND WILLOWBROOK, Express, 49 seats, S/A.
79 VOLVO SUPREME V, ZF, requires test, offers.
79 FORD TURBO Duple II, 35 seats, tested.
79 FORD 53 Plaxton, testing. Offers.
78 FORD PLAXTON, 53, new test. Offers.
78 BEDFORD 53 Duple II, tested.
77 LEOPARDS, Duple Express, 49/53, tested.
76 FORD PLAXTON, 53 seats. Offers.
76 BRISTOL, 43 express doors, coachseats, no test.
76 FORD, 45 Plaxton, new test.
76 BEDFORD SPACE CAR, 49 rec, no test. Offers.
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1984	DAF/BOVA EUROPA III, drinks, toilet, TV/video	49	March '92	£34,500 + VAT
1984	DAF/BOVA DUPLE CALYPSO, drinks, PA system	53	Dec '91	£27,000 + VAT
1984	DAF/BOVA CALYPSO, private number plate	53	Nov '91	£27,000 + VAT
1983	BEDFORD YNT, DUPLE DOMO IV	53	Feb '92	£11,950 + VAT
1983	BEDFORD YNT DUPLE DOMO IV	53	Dec '91	£11,950 + VAT
1974	BEDFORD YRT PLAXTON	53	Sept '91	£2,500 + VAT

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1979 57 SEATER, Plaxton Supreme AEC 760, private plate, MoT 19.12.91, curtains, servery, tables **£8,750**

1976 53 SEATER AEC 760 Willowbrook, being retested, retrimmed seats **£3,500**

1979 53 SEATER Plaxton Supreme Express with stripe, 500 Bedford engine, new MoT **£4,500**

1976 53 SEATER Duple Dominant, power door, 466 engine, new MoT, clean and tidy **£2,000**

1977 45 SEATER, Bedford Duple 500, new MoT, in white **£2,500**

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1987 DAF SB Algarve
49 seat Exec

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P REG Plaxton AEC 760 Elite, 53(s), MoT 26.11.91.

P REG Plaxton AEC 760 Supreme, 53(s), MoT 19.11.91.

R REG Plaxton Ford Supreme 45(s), MoT 31.1.92.

T REG Plaxton Ford Supreme, 45(s), MoT 25.1.92.

T REG Duple Bedford, 29(s), MoT applied for.

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1986 D MERCEDES 608D
Reeve Burgess, 19 seater, boot, roof racks etc, MoT Aug '92. **£11,000.**

1983 FORD R1115
Plaxton Paramount, 3200 Express, MoT April '92, moquette to roof etc.
£15,750

Both vehicles vgc.

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1987 D DAF DHTD Plaxton 3200, 55 E sts, vgc ..... **£38,500 ono + VAT**

1985 C DAF DHTD Plaxton 3200, 57 sts, vgc ..... **£28,500 ono + VAT**

1979 PP VOLVO B58 Plaxton, 57 + courier, vgc ..... **£18,500 ono + VAT**

1975 FORD Duple, 45 str, Telma, MoT June '91, very tidy for year ..... **Offers**

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1985 DUPLE 425 CUMMINS. 55 recliners, toilet, hot water machine, driver's bunk, Telma, double glazed, radio/PA, cont door, wired TV & video, test till May '92. ..... **£38,000**
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1980 DUPLE DOMINANT II YMT. 53 seater, power door, test till April '92 ..... **£6,750**

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1985 Duple Caribbean II, Leyland Tiger 245, 50 reclining seats + courier, vgc, MoT Feb 1992 ..... £29,500
1984 Duple Laser Tiger 245, 50 reclining seats, MoT '92 ..... £24,000
1984 Duple Caribbean, Leyland Tiger 245, 46 recliners, good condition, MoT Jan '92 ..... £24,500
1983 Bedford CF petrol, 12 seater, MoT October £1,150
1983 Paramount 3200 Tiger 245, 53, express, vgc, MoT, repainted white £27,500
1982 Bedford YNT, 53 seats, MoT June '92, good condition £12,500
1981 Plaxton Volvo B58, 12 metre, 53 E-type seats, vgc, new MoT, panelled and painted £18,500
1981 Goldliner B10M Volvo, 46 recliners with toilet, repanelled, very nice condition, long MoT £24,000
1977 Leopard Plaxton Supreme, S/A, power door, MoT May '92, very tidy £3,900
1976 Leopard Plaxton Supreme, S/A, power door, MoT May '92, good condition £3,500
1976 Plaxton Bedford YMT, MoT expired, would re-test easily, good condition £2,250

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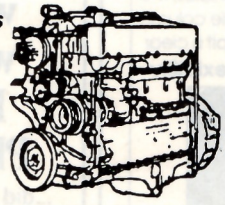

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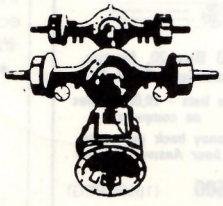

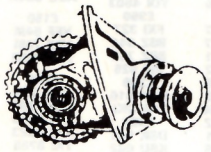

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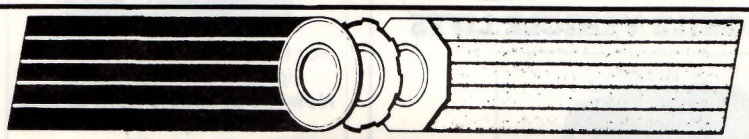

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1987 SCANIA K112/PLAXTON 3500. Telma retarder, 51/55 (demountable). Video system, water boiler, double glazed with curtains, centre toilet and steps and Cont. door. Due in shortly.

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1985 VOLVO B10M/PLAXTON 3500. 49/53 (demoun SOLD , courier seat, double glazed, hot water drinks machine, centre toilet, steps. Cont. door, aircraft type lockers to racks. Due in shortly

1984 BOVA EUROPA MARK 3. 49 recliners, ZF reconditioned gearbox, new clutch, 265 bhp, toilet, TV/video equipment, Webasto, Nomad drinks machine, carpets, curtains, courier seat, radio/PA and tape and plug door, repainted in white.

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